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1841
JANUARY, 1890.



T. H. LEE & SON.

Diamond Rings.

Diamond Brooches.

Diamond Earrings.

Diamond Scarf Pins.

Diamonds, Unset.

Gem Rings.

AMERICAN WATCHES.

The Best Value in the Market.

T. H. LEE & SON,

1 WELLINGTON STREET EAST, TORONTO.



≡1890.≡

- Santa Claus -

*Having delivered Heaps of Goods for us
this Christmas, we follow him now with all the
good wishes possible for a*

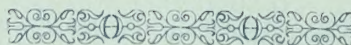
Happy and Prosperous New Year

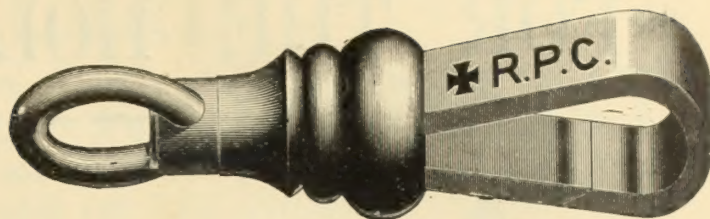
to our friends and patrons.

Sincerely yours,

P. W. Ellis & Co.

January, 1890.





The record of the past year's trade in "Maltese Cross" Roll Plate Chain places it in the front rank. The satisfaction it has given, alike to retailer and wearer, has encouraged the manufacturer to place a still larger line in the market for 1890.

THE GOLDSMITHS' STOCK CO. OF CANADA (Ltd.)

CANADIAN AGENTS.

Incorporated by Letters Patent under the Great Seal of the Dominion of Canada.

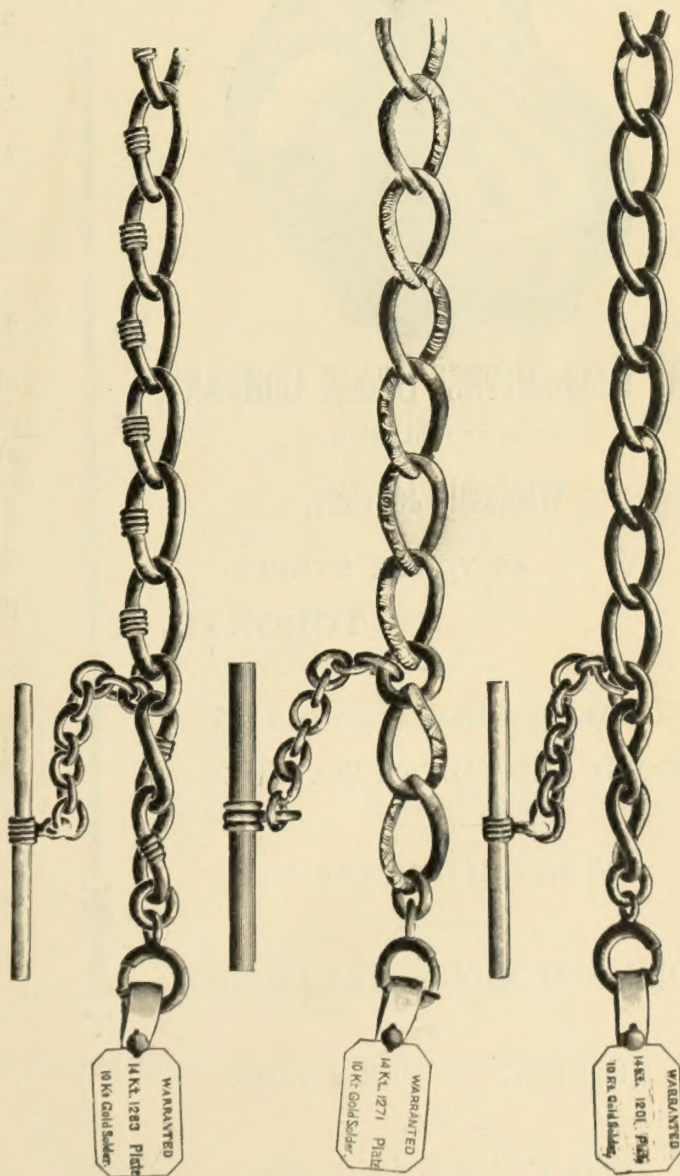
OFFICE AND WAREROOM

48 Yonge St., Toronto.

- 1890. -

The printer's demand for "Copy" for the "Holiday TRADER," ON THE 17TH DECEMBER, convinced us we would better serve the interests of our customers by giving the time to their many orders, which were crowding us, rather than by devoting it to writing about trade—past, present or prospective. We therefore repeat our last month's advertisements, and wish the Watch and Jewelry trade of the Dominion

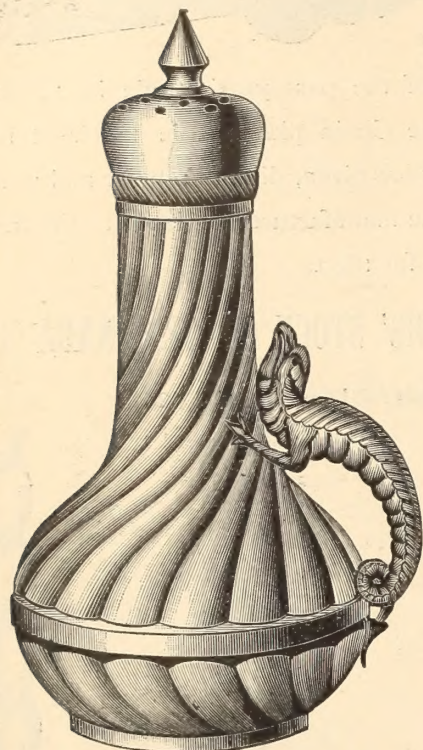
A Prosperous New Year.



The Goldsmiths' Stock Company of Canada, Limited.



FOR THE HOLIDAY TRADE.



THE GOLDSMITHS' STOCK COMPANY,

OF CANADA (LIMITED.)

Wholesale Jewelers,

48 YONGE STREET,

TORONTO.

With the following Departments:

GOLD AND SILVER WATCHES.

FINE GOLD JEWELRY.

GOLD AND SILVER HEAD CANES.

STERLING SILVER GOODS.

CLOCKS AND BRONZES.

THERE has probably been no time in the past when articles for Holiday Gifts were so much sought for as at present, and the jeweler who caters for this trade by providing a nice assortment of medium priced novelties, will find his sales substantially increased.

Among the articles in demand we draw attention to a special line of Bronze Ornaments, Figures and Statuettes, illustrated in the large catalogue of the Ansonia Clock Co., also their Parlor and Office Inkstands, and Toilet Novelties.

We have also specialties in Sterling Silver and Silver-Plated Ware not to be found elsewhere. Fine cased goods, Sheffield manufacture, in Dessert Sets, Fish Sets, Carvers, etc.

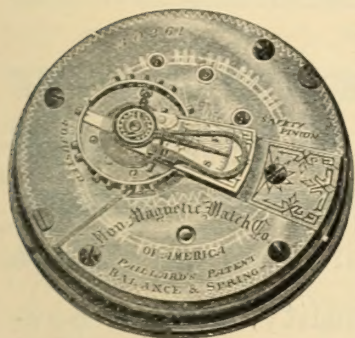
A recent shipment of French goods, including Evening Fans, Pearl Opera Glasses, Musical Boxes and other Novelties.

The Goldsmiths' Stock Company of Canada, Limited.

PAILLARD NON-MAGNETIC MOVEMENTS

OPEN FACE AND HUNTING

NOW READY AND TO BE HAD OF THE JOBBING TRADE.



18 SIZE AMERICAN.

No. 45. Nickel, 15 Ruby Jewels, in Gold Settings, Adjusted, Patent Regulator, Double Sunk Dial, Breguet Hair Spring.

No. 47. Gilt, 15 Jewels in Settings, Adjusted; Patent Regulator, Double Sunk Dial, Breguet Hair Spring.



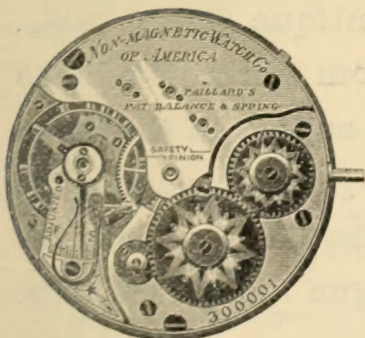
16 SIZE.

No. 71. Nickel, 20 Jewels, Adjusted, Patent Regulator.

No. 72. Nickel, 18 Jewels, Adjusted, Patent Regulator.

No. 73. Nickel, 16 Jewels, Adjusted, Patent Regulator.

No. 74. Nickel, 15 Jewels, Adjusted, Patent Regulator.



16 SIZE.

No. 81. Nickel, 15 Jewels, Adjusted, Patent Regulator.

No. 82. Gilt, 15 Jewels, Adjusted, Patent Regulator.

No. 83. Gilt, 11 Jewels.

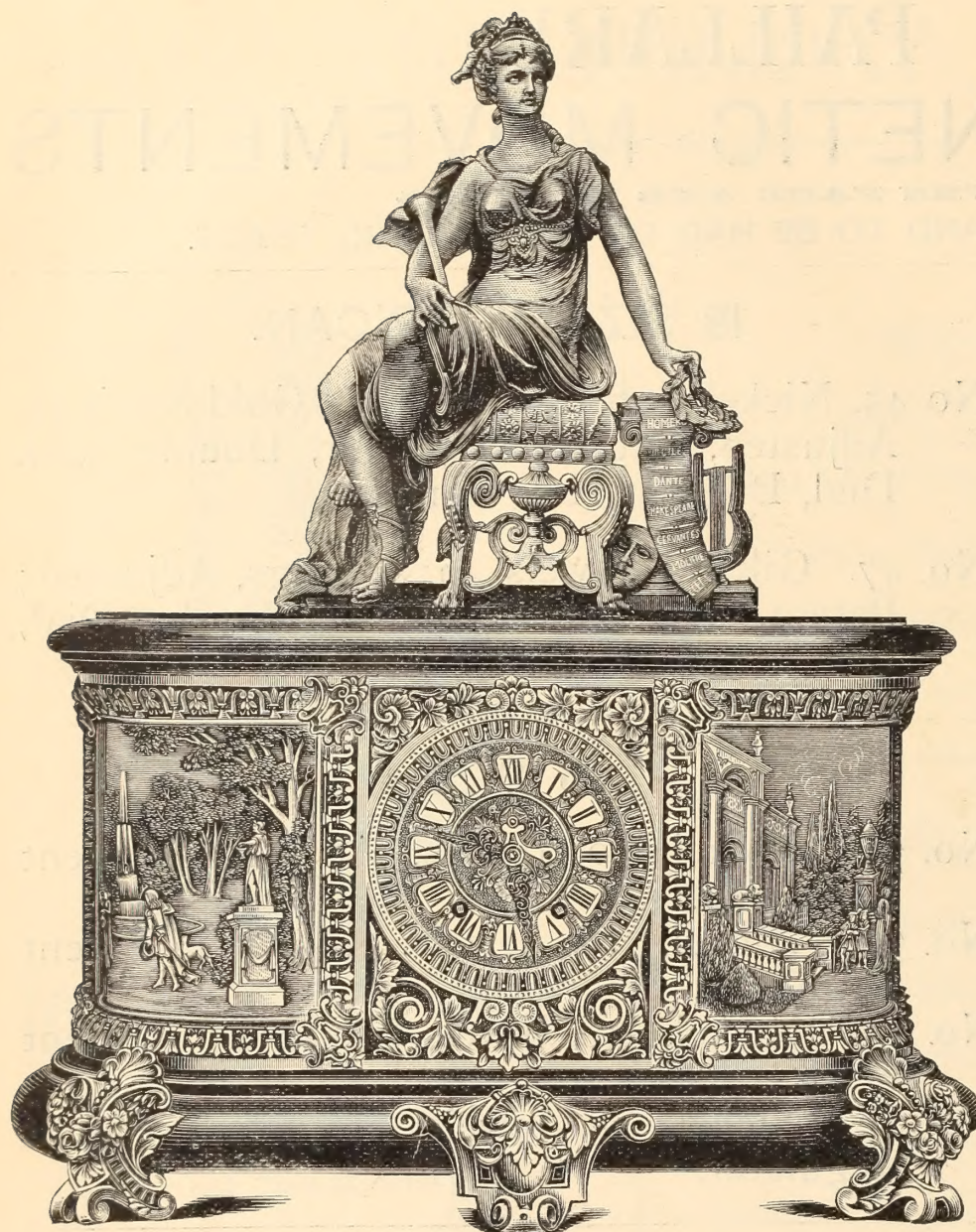
No. 84. Gilt, 7 Jewels.

NOTE.—For full description of these Movements, consult Price List.

These Movements contain the justly Celebrated Paillard Non-Magnetic Compensation Balance and Hair Spring, and are superior to any other make.

THE GOLDSMITHS' STOCK CO. OF CANADA (Ltd.), Canadian Agents.

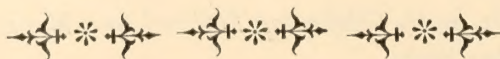
The Goldsmiths' Stock Company of Canada, Limited.



Ansonia Clocks.

It goes without saying that the fancy clocks of the Ansonia Company, for uniform excellence of quality, and for novelty and merit in artistic design, are practically without rivals. Some of their low-priced lines of Black Walnuts are imitated by goods of inferior finish, but when it comes to Presentation goods, Fine Bronze

Clocks, Polished Brass Clocks, Black Marble Clocks, Antique Oak Clocks, they are practically without competitors. Our sample room contains a large selection of the best designs, and we have received a fresh supply of the large Ansonia Illustrated Catalogue—new edition, 1889. No jeweler should be without one, especially when they are offered gratis. Write The Goldsmiths' Stock Company of Canada, Limited, Toronto, for Catalogue and Price List.





TORONTO, ONT., JANUARY, 1890.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in Jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

THE COMPLIMENTS OF THE SEASON!

THE Holiday Season is again with us, and although it has brought in its train, lots of hard work, it is without doubt the most welcome period in the year to the jewelry trade.

It is the jewelers harvest time, and if our readers have not been able to take advantage of its opportunities to gather in the shekels while men's hearts are softened into the purchasing mood, it speaks very badly for either their situation or their methods of doing business.

We trust that every one of our readers has had a large and profitable holiday trade, and that the year upon which we are just entering may be one of the most prosperous they have ever experienced in business.

To one and all we give greeting, and wish them in all sincerity "The Compliments of the Season" and "A Happy and Prosperous New Year."

THE JEWELERS' LEAGUE.

OUR editorial note in last month's issue regarding the "Jewelers' League," has had the effect of causing considerable enquiry amongst our Canadian retail jewelers. To all such we must say that we cannot undertake to answer enquiries by letter, we are too busy and life is too short for that kind of thing. For the benefit of such enquirers, however, we may state that—

The Jewelers' League is a purely benevo-

lent institution, whose headquarters is in New York city, and whose membership is confined exclusively to the jewelry trade. With the exception of the Secretary-Treasurer, who receives a small salary, all the work in connection with the League is performed gratuitously by the various officers, who, as the list will testify, are drawn from amongst the wealthiest and most responsible men in the jewelry trade in New York city.

The amount payable at death to the beneficiary of the members is \$5,000, and during the thirteen years of the League's existence it has paid out in this way, to the families of jewelers throughout the United States and Canada, over \$500,000.

The average cost of this insurance has been about \$30 per annum, an exceedingly low rate when the amount of the insurance is considered.

The League now has nearly 3,000 members, and a reserve fund closely approaching \$100,000 well invested.

Its affairs are well and carefully managed, and it is deserving of the hearty support and encouragement of the entire jewelry trade. We do not know a better New Year's gift for any jeweler in the Dominion of Canada to give his wife, than a certificate of membership in the "Jewelers' League," and therefore recommend its claims to the consideration of our readers for their own benefit.

Any of our jewelers who want further particulars concerning the League, such as constitution, by-laws, etc., can obtain the same by addressing their request to Wm. L. Sexton, P. O. Box 3444, New York, U. S., who will cheerfully furnish the information.

WHAT IT WILL BUY.



OUR Free Trade papers and orators are never weary of asserting that a protective policy is fast strangling the life of our farmers, and if persisted in, that it is only a question of time when they will be forced to emigrate to some country where the channels of commerce are unencumbered by any barriers whatever, and where such political monstrosities as duties and customs houses are unknown.

They point with glee to the fact that wheat, which has hitherto been the staple product of our farmers, is decreasing in value year by year, and at the same time try to make him believe that what he has to buy is raised in price on account of the protective policy which the people of this country have adopted.

In this they are scarcely honest. It is true that wheat has decreased in value, and without doubt the tendency is downwards instead of the reverse direction. But while this is the case, it does not necessarily follow that the farmer's position is really worse than it formerly was. If what the farmer has to buy decreases in value in an equal ratio to what he has to sell, he will be neither better nor worse off; but if, on the contrary,



The American Watch Case Company,

67 ADELAIDE ST. WEST, TORONTO,

Thank the Jewelry Trade of Canada for their liberal support
and desire to wish them

The Compliments of the Season,

—AND—


A Happy and Prosperous New Year.



ANNOUNCEMENT FOR 1890.

The Company's facilities for turning out superior work are now more perfect than ever before, and they propose to maintain the high standard of excellence by which they have built up a reputation second to none in America.

As heretofore their cases will always be **THE BEST IN THE MARKET, AND AS LOW AS ANY OTHER IN PRICE.**

 Every case manufactured by this Company bears one of their registered trade marks, and is fully guaranteed, no matter by whom sold.

what he has to buy decreases in a greater ratio than what he has to sell, then his condition must be improved. And this is exactly what is happening in Canada to-day.

We state, without fear of contradiction, that there never was a period in the history of this country when a bushel of wheat would purchase more manufactured goods than at present. If wheat has gone down in value, manufactured goods have lessened in value also, and in our opinion, at a very much greater ratio than the farmers staple product.

Every jeweler who has been connected with the business for over twenty years knows that the same watch that in 1869 cost the farmer 50 bushels of wheat, can now be bought by him for 35 bushels, and the clock that he then had to give 10 bushels of wheat for, he can now, low as he thinks the price is, purchase with the proceeds of eight or nine bushels.

And as it is with these articles, so it is with nearly everything that the jeweler or the merchant has to sell. The following extract will show just how much this difference amounts to during the last seventy-three years on some lines of staple goods:—

"In 1816 it took just one bushel of corn to buy one pound of nails, now one bushel of corn will buy ten pounds of nails. Then it required sixty-four bushels of barley to buy one yard of broadcloth, now the same amount of barley will pay for twenty yards of broadcloth. It then required the price of one bushel of wheat to pay for one yard of calico, now one bushel of wheat will buy twenty yards of calico."

But while wheat (and perhaps barley) has gone down in price, it is an undoubted fact, that almost everything else that the farmer has to sell has advanced very materially during the past twenty years. Compare the present prices of meat, milk, butter, vegetables, and everything else that people eat, with those of twenty years ago, and you will find that such produce has advanced from 50 to 100 per cent. So that if the farmer has to sell his wheat for less money than formerly, he should be able to recoup himself for this depreciation by the advance he gets on the rest of his produce, to say nothing of the saving he effects on the goods he has to purchase.

It is hard to persuade our agricultural friends that they have no just cause for grumbling, but if one looks at the style in which our farmers live, and the comforts, not to say luxuries, which they now enjoy, which were not thought within their reach twenty-five years ago, it must be confessed that their grievances are not so well founded as some people would try to make them believe.

Over-production is just as prevalent amongst manufacturers as it is amongst the farmers; competition is certainly as keen in trade as it is in agriculture, and taking the percentage of failures as a criterion, it is safe to say, that although farming may not present the exceptional but elusive prizes which tempt so many men to rush into business, neither does it, on the contrary, have to have charged against it those dismal records of failure to which ninety-seven out of every hundred men engaged in business have to confess. While farming may not be the most profitable business in the country, it is certainly one of the least risky and offers few chances of failure.

This continual grumbling of Free Trade journals has begun to make our farming friends believe that they are really so hard up that they should not pay their honest debts. We have tried to show that these assertions are not well founded, and as

they have a bad effect on business, we trust our readers will "set their foot" on such complaints whenever they come to their notice. Self-reliance and faith in the future is one great factor of success, and those who can see and talk of nothing ahead but disaster, are not only hurting their own chances of prosperity, but those of everybody else with whom they come in contact.

CORRESPONDENCE.

THE JEWELERS' LEAGUE.

Editor TRADER Sir:

HAVING read in THE TRADER an article relative to "The Jewelers' League of New York," will you, as a member of such, kindly give me some particulars and information of said League, as I, being a jeweler, may also become a member of-it, if satisfactory. A reply will much oblige.

Yours, etc.,

Dec. 5, '89.

RETAILER.

THANKS.

Editor TRADER --Sir:

I send you, by mail to-day, a photograph of my store front, which will serve to decorate the back office or waste basket. With myself, I presume you are not personally acquainted, but with the *gent* with the *Christy* on, I think you will be better acquainted, as he is a western man who is quite an advertiser with you. Wishing your spicy journal all prosperity, which it richly deserves, and yourself and staff a Merry Christmas, I remain, yours respectfully,

FRED. CLARINGBOWL.

Hamilton. Dec. 19, 1889.

TOO MANY JOBBERS.

Editor TRADER—Sir:

IN REPLYING to your kind invitation to the trade to give their views as to whom the jobber should sell his goods, you may put me down as a *kicker*. I think this is the only real grievance the trade has to fight against to day. While you partly admit in your editorial that there should be a line drawn somewhere to confine the jobber in

distributing his goods, you do not seem to draw one yourself. But no doubt you view the question more from a jobber's point of view than from a retailer's. I don't know how jewelers in other towns suffer, but I will give you my own experience, and no doubt it is a fair criterion to go by. The place in which I do business has a population of about 800, there are two regular jewelers that carry about as much stock as the business of the place demands, in addition to this there are two drug stores and two general stores handling watches, jewelry and silver-plated ware. In fact when some jobbers strike here they call on nearly every man in town except a wagonmaker and a



A.C. ANDERSON & Co

WHOLESALE JEWELLERS

16 WELLINGTON ST. EAST TORONTO.


butcher. Now, I will admit that our sales are not materially diminished by having so many outsiders in our line. But where so many carry the same goods in a town, it spoils our profits. I think in the long run if the jobbers confined themselves to the regular dealers in this town they would sell just as much in the end, and the mere fact that these gentlemen have a few dollars to spare is no reason why they should be induced to put it in the jewelry business. If things continue that way much longer everybody will be in the watch business and there will be no customers to sell to. Now you say to let this state of affairs work its own cure, but remember that while it is curing these *side show* dealers, it is killing the regular jewelers. To have to compete with men who know literally nothing about the goods they are handling is the meanest opposition a person can have. I think that the real cause of trouble lies in the fact that there are altogether too many engaged in the wholesale jewelry business, and not being able to find an outlet for their goods to the trade, they induce others to go into the line. I perfectly agree with the plan adopted by St. Lawrence, and I have always made it a business principle to quit dealing with any firm that were too slow to find sale for their goods without selling them to druggists, general merchants and others, who in turn were willing to dispose of them on two-year credits, and to receive in exchange for them potatoes, pork, feathers, butter, eggs (*not fresh*), calfskins, and various other commodities which they are accustomed to receive in payment of general merchandise. Let every jeweler refuse to deal with firms who have no more regard for his welfare than to *load up* every man who is willing to buy his goods, and by the concerted action of every jeweler in this Dominion the trade may be confined to its proper sphere.

Tottenham, Dec. 13, 1889.

J. H. COCHRAN.

A SUGGESTION.

Editor TRADER—Sir :


T is undoubtedly easier to break down than to build up, and while I may not be able at present to suggest a more reliable means of deciding the question "Who is a retail watchmaker?" I cannot but foresee trouble in your suggestion of testing a dealer's eligibility by the fact of his stock of jewelry and silverware being commensurate with the total volume of his trade. A traveller who, for some reason—and not unlikely a good one—fails to open up an account in a town with the regular dealers, and having the power in his own hands of judging whether a certain storekeeper's kindred stock is large enough to sell him a bill of watches, will in 99 cases out of 100 take a view not unfavorable to his own interests. Merely by way of suggestion, I would ask if it would be too cumbersome an undertaking for a board composed of jobbers and retailers to pass upon every name before it be placed upon the retailers list, and that no jobber be allowed—under penalty of suspension—to deliver goods to any dealer whose name has not been so passed upon.

H. K. S. HEMMING.

Toronto, 12th Dec.

WHAT SHALL WE DO WITH THE BOTCH?

Editor TRADER—Sir :

OUR remarks re "Legitimate Trade," in December number of TRADER, seem to me very fair, and should do good ; but, although the above is a very vexed question among the craft, it seems to me there are questions of much more importance to be considered, and among them we would say none of more importance than the old one, "What shall we do with the botch?" We have been 21 years at the bench, and the longer our experience the more we are convinced that the men who take a pride in their work should move in this matter.

The immediate cause of my writing this article is the sight of a watch that I had left me a few days ago for repairs. It is an English lever, and bears evidence of a terrible struggle with some fiend styling himself a watchmaker. The watch had evidently lost its chain hooks, and the repairer (?) either had no hooks, could not make them, or if having them, could not put them on chain. The way that he got out of the difficulty will seem incredulous to many, but the writer never wrote a truer word. He actually soft soldered the chain to the fusee and barrel, cutting a long ugly gash in the barrel to sink the chain. Of course the main-spring is ruined, besides the other mischief done.

Is it any wonder that we rise in indignation at such wanton destruction of property? Some one says "Do good work yourself, and you need fear no botch." We answer that, unfortunately, with the masses the botch has as good a chance to gather repairs as the workman, and we could give many reasons why he has a better. Will quote but one in proof. A watch is brought in "to be cleaned only;" wearer knows that is all. A good man sees at once many defects or places where effective work could be done and says so. "Oh! you want to make a job out of me," is his answer. Watch is taken out, and to a botch. "Yes, we will clean it for you ; cost you——." "All right." Needless to say what the customer thinks of the man first consulted. I grant you there are cases where the good workman eventually gets the work back, but these are comparatively rare cases.

What are the remedies? Do the Horological Schools, so called, fill the bill? Will they fill the country with good men? We believe that they are of service where a man has been long enough at the bench to know that he does not know everything ; but many who know about enough to take a watch apart will resort thither, and after a few weeks will graduate, and with a diploma over their benches to catch the eye of the great unwashed, will botch, botch !

Legislation has been spoken of. Well, why not? Certainly the case is not life, as with the medical profession, but with such watches in our hands as we have above referred to, don't you think we could move even the hearts of our legislators?

Now, Mr. Editor, if you think the subject is not worn, but will stand another rub, please ask the craft what they think of "How to get rid of the botch."

Yours sincerely,

Port Elgin, Dec. 13, 1889.

ALEX. MOFFATT.



R. F. S. & CO.

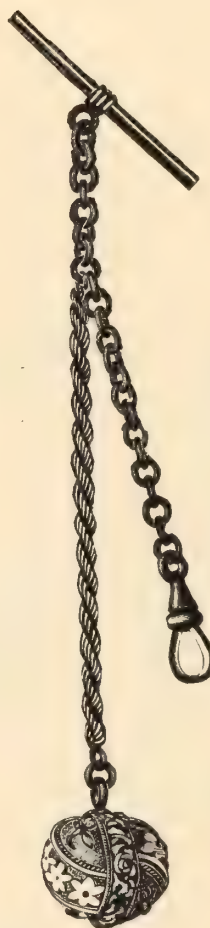
"SAFETY QUEEN."



No. 2520.—Bright.



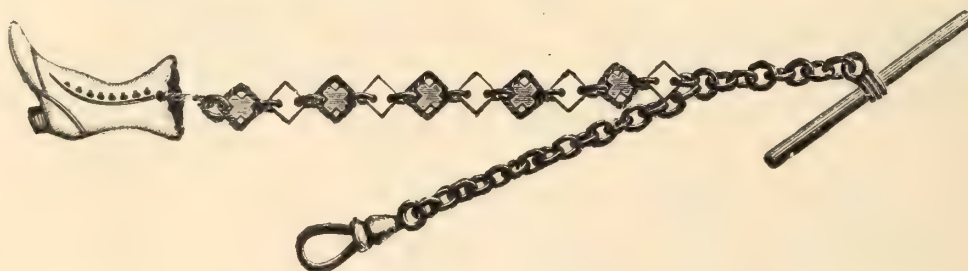
No. 2468.—Roman Gold.



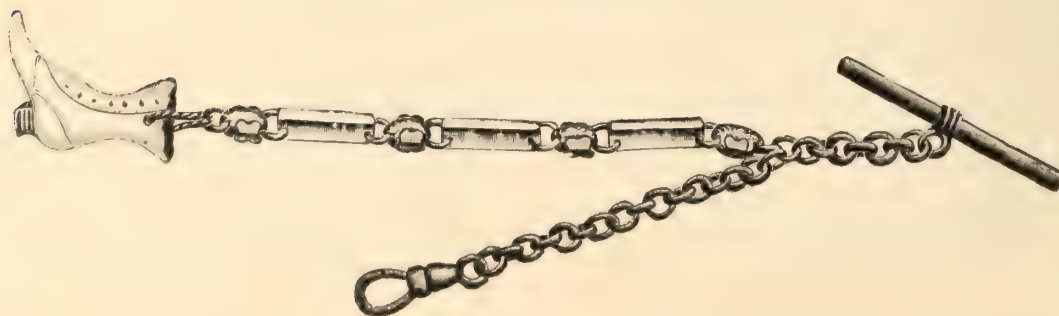
No. 2490.—Bright.



No. 2483.—Bright.



No. 2497.—Pearl and Gold Combination. Pearl Charm.



No. 2500.—Pearl and Gold Combination Pearl Charm.

PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

THE ANGLE-METER. CONTINUED.

(442) Fig. 27 merely gave the external appearance of the tool. The mechanism is underneath the plate, *A*, and is shown in Fig.

Fig. 28.

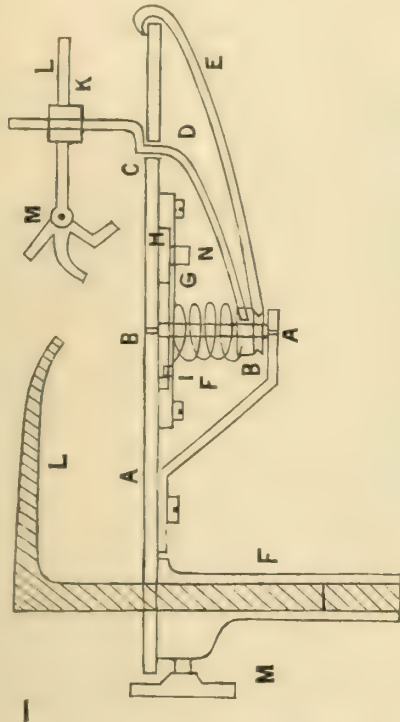
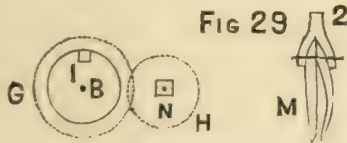


FIG 29



28, in which *a* is a sort of staff, whose upper pivot fits in the lower half of the hole, *B*, and the lower one is supported in a suitable bridge, screwed to the under surface of the plate, *A*. At the lower end of the staff a brass hub, or collar, *b*, is driven on. In it are fastened the wire lever, *d*, and the lower end of the spiral spring, *f*, in the same way as hair-springs are usually secured. The steel wire pointer, *e*, is attached to the same hub, having its end bent into a ring, and sprung into a circular groove turned in the hub, nearly as the regulators in American watches are fastened. Or a plate may be fitted underneath and bearing on the ring, which is tightened up by two small screws, to give any desired pressure to the ring. The object is to make the pointer tight enough to stay as it is placed, and to move with the lever, *d*, but allow it to be turned around on the hub, if desired, without using much force. The arm of the lever is so placed that its claw, *m*, will bear against any convenient part of the piece being tested, then the pointer is moved so that it will come at the *O* on the scale, *D*, Fig. 27, when the measurement begins. At the end of the movement, the pointer will show its amount in degrees without calculation.

(443) The spring, *f*, is provided for keeping the claw of the lever in contact with the piece on trial. It may be made to

press the lever in either direction, or to bring it to the centre of the scale, by moving the upper end as required. Fig. 29 shows a stud, *i*, to which the spring is attached, and which is carried by a circular ring, *g*, placed concentrically with the hole, *B*. This ring has teeth on its exterior edge, and is revolved as desired by the toothed wheel, *h*, working into it, by means of a bench key applied to its squared post, *n*. The whole thing, together with the grooved plate in which *g* and *h* turn, can be taken out of some old verge watch, and screwed to the under surface of the plate, *A*. But instead of the regulator pins, as used in the watch, the stud, *i*, must be soldered on the spur which projects out inside of the ring, *g*. The spring, *f*, can be made of unannealed and springy fine iron binding wire. It should not be too stiff, else it might cause the lever to exert too much pressure on the part being tested. It should, therefore, be closely coiled and somewhat long. The figure shows open coils in order to expose the staff within. All that is necessary is to turn the wheel, *h*, enough to give the spring merely sufficient tension to insure the arm, *l*, remaining in contact with the part, and following its motion.

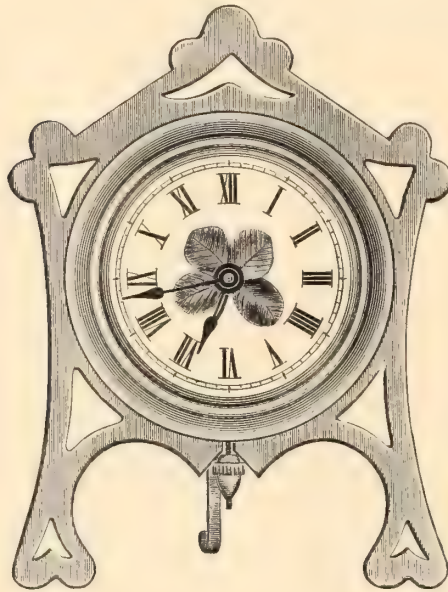
(444) The lever, *d*, curves upward to the slot, *C*, through which it passes to the upper side of plate, *A*, then makes a bend outward, and again rises vertically. In fitting arms into the hub, *k*, the bend or elbow rests on the plate when pressed down, and protects the staff, *a*, from strain. But ordinarily the wire, *d*, should not rub either in the slot, *C*, or on the surface of the plate. Nor should the pointer, *e*, rub on the plate, but play freely just above and close to the scale, *D*. The hub, *k*, slides on the vertical part of *d*, and is fastened by a set screw. The side of *d*, facing the screw, is filed flat, by which means the arm, *l*, is caused to always point to the centre, *B*, (Fig. 27.) The side of *l* is also flattened, to prevent it turning over in its hole, and when its end has been properly adjusted, it is fastened by a set screw.

(445) At the inner end the wire, *l*, is split, and takes in a small piece or claw, *m*, which may turn up or down on the rivet through the joint, to adapt itself to the piece being tested. Different arms, *l*, should be provided, each having a differently shaped claw, *m*. Three are shown in the figure, (although only one is attached to any one arm,)—one straight with a broad end, to insert between the plates of a movement and rest against the side of a lever fork or any similar part; one is curved to suit other cases; and the lowest one has a piece of spring on its end, curved directly downwards. Its breadth is transverse to the arm, *l*, so that it will not yield sideways, although free to spring in the direction of the length of the arm. This spring is used when there is no arm of a balance in a convenient position for one of the other claws to rest against it, as represented in Fig. 27. In such case, this spring can bear on the inside of the balance rim, and, by drawing out the arm, *l*, any amount of adhesion can be given to prevent the spring slipping on the rim. The balance is moved, during this test, by placing the finger on the upright end of the lever, *d*, not on the balance itself. Other shapes for the claws will occur to the workman, as adapted to particular circumstances.

(446) *F, F, F*, Fig. 28, are the legs of the plate, *A*, made hollow, like those of the ordinary upright drilling tool; each one carries a clamp, *L*, which is caused to bear on the pillar plate of the watch movement, supported on a ring as already



·=. CLOVER ·=·



WE all know what a clover leaf is, and we would like to see the young woman that cannot find that symbol of good fortune, a four leaf clover, if there is one within walking distance. The burden of our song is to remark that the proper clover is a clock, something that gives a lingering pleasantness to the imagination and a fascinating fact when you are its possessor. It's a small pendulum clock and a regular waggoner; it's unique and new; it runs 50 hours with the greatest of ease, and will come out ahead in any walking match; it's an elegant time keeper and tasty in its design. This cut shows you its shape and is $\frac{3}{4}$ of its exact size. It is made of polished nickel, and is the most cheerful and industrious little clock that ever started a race with Father Time. It's not only a symbol of good luck, but its cheerfulness makes it a favorite with all. The tick is so light it can scarcely be heard, and it is the best small clock ever wafted to an unsuspecting public. It will not get out of order and the wag of its pendulum will distance the most active tongue. Babies come in out of the squall instantly and are filled with glee at the sight of it; nothing like it to give to your mother-in-law; it settles all discontented households, and, in a word, without a Clover in the house you are not in the swim.

E. & A. GUNTHER

- AGENTS FOR -

NEW HAVEN CLOCKS.

described, and held in place by the set screw, *M*. *G* is a fourth leg, but need not carry any clamp. The two legs at the upper end of the plate should be higher up, and the clamps longer, than shown in the figure.

(447) Many variations can be made in the details of construction, to suit the circumstances of the workman. For instance, if he has a good upright drilling tool which he does not use, he can save considerable labor in making, by attaching the plate, *A*, to it, as that already has legs, clamps, set screws, etc., and the upright crane answers the purpose of the upright holder. The latter has this advantage, however, that after the movement is adjusted in place, and securely clamped, the upper portions of the upright holder can be removed, and leave everything free and clear above the movement, as shown in Fig. 27, with nothing in the way to interfere with either seeing or handling any part. Sometimes, also, when the balance bridge would be in the way during the test, that can be removed and the upper pivot supported by the female centre of the arbor of the upright holder, as described in section (62). Often it is not desirable to have the hair-spring of the watch in action during the trial, as it tends to move the balance around when it is not wanted to move. By using the female centre, as above, the hair-spring is not attached at its outer end, and the balance will remain where it is placed, having no tendency to move of itself by the spring. It is scarcely necessary to add that the plate, *A*, with the clamps and rings, is in effect equivalent to an upright drilling tool, and can be used as such. The object is fastened on the plate by the clamps, with the point of the arbor of the upright holder at the point to be drilled, then the arbor is inverted, and the upper end of the drill supported by the female centre while drilling. This method is adopted for drilling the hole, *B*, vertically through the plate.

(448) But when the upright drilling tool is to be utilized as part of the angle-meter, the plate, *A*, should have three short legs fitted into it, the lower ends of which are turned down considerably smaller than the rest, forming a sort of pins, or pegs, that fit snugly into three corresponding holes drilled into the bed-plate of the tool. The plate, *A*, should not be over $\frac{1}{2}$ an inch above the bed-plate, as that gives ample room for the mechanism between the two plates. The hole, *B*, must come exactly under the point of the arbor of the tool, and it is better not to drill it till the plates are fitted. The upper surface of the plate, *A*, must be parallel with the bed-plate of the tool. This can be tested by attaching a horizontal wire to the arbor, and revolving it around the circle, *E*, Fig. 27. If the wire touches only a part of the plate, that part is too high, and must be lowered by altering the shoulder of the leg underneath it, till the point of the wire will evenly graze the surface of the plate around the whole circle.

(449) The holes for the legs can first be drilled through the bed-plate, the plate *A* then adjust properly upon it, and clamped fast, when the holes already drilled can be continued through the plate, *A*, after which all the holes can be opened as required. The legs being made, and plate leveled properly, as before mentioned, the arbor point is brought down upon the plate to mark the exact position of the hole, *B*, which is then drilled. Doing this *after* the plate, *A*, is fitted in its place, insures that the hole, *B*, will be exactly under the arbor

point. The scale, *D*, Fig. 27, is not necessarily marked upon the plate, *A*, but may be made separately and screwed upon it, being careful to place the curved lines concentrically with the hole, *B*,—otherwise the pointer would appear to indicate a greater movement on the part most distant from *B*, then on the other end of the scale, although the actual motion of the piece being tested would be the same in each case. The scale should be completed before the pointer is finished, which should then be formed to suit the shape of the parts. Some workmen might think there ought to be a counterpoise to the weight of the lever and pointer, on the opposite side of the staff, *a*. But, if the tool is used in the horizontal position, that is not material, although it can be easily added if one fancies it.

(450) The employment of the spring, *f*, Fig. 28, is not obligatory, although it is more convenient in use. If dispensed with, the circle, *g*, and wheel, *h*, with their covering plate, are also omitted. In this case, the tool can be tipped up sideways while in use, so that the weight of the lever and pointer will cause the end of the arm, *l*, to remain in contact with the piece it is meant to rest against. But it would be better to fit a piece of very thin, narrow mainspring alongside of the claw, *m*, as shown on a large scale in Fig. 29. The claw being placed on one side of the piece under measurement, the spring is placed on the other side, and its pressure insures contact with the claw. A small screw driver can be inserted in the opening between the claw and spring, to pry them apart, or any other method the workman prefers. For some purposes, a claw should be made like the lowest one in Fig. 28, only all that is there shown should be of brass, and a spring fitted over the top and outside of it. By prying the spring up, the end would at the same time be moved outward from the end of the claw and, after placing it over the piece, let the spring down, when it would be firmly clasped between the claw and spring. Or two pieces of spring could be used, instead of one and a claw.

(451) To use the angle-meter, the upright holder is first clamped on the plate, *A*, in any convenient place, the pointed arbor is set on the hole, *B*, and all the parts securely fastened. The arbor is then loosened and raised out of the way, and the watch movement is placed on a suitable ring, with the part to be tested looking toward the scale, *D*. The ring used must be one which will raise the movement high enough for the pivots, etc., to clear the plate, *A*, and of such a size that it does not touch any of the screw heads, false plates, or other uneven parts, but rests against the level portion of the pillar plate of the movement, and support it parallel with the plate, *A*. The point of the arbor must come exactly at the pivot hole of the part whose motion is to be measured, then the movement is fastened there by the clamps, *L*, when it is evident that the pivot hole will be over the hole, *B*, and the piece being tested will have the same centre of motion as the lever, *d*, and pointer, *e*. In the case of a pallet arbor or similar piece, it is not necessary to take the upper or potance plate off, (or the bridge or cock,) and adjust the pillar plate to get the arbor point in the lower pivot hole before fastening it, then replace the parts with the upper plate or bridge,—but, if the end of the pivot projects through its jewel, the arbor can be got over the centre of the pivot very closely, either by the point or the female centre end.



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(452) We will first suppose that we want to measure the angular motion of the balance. The balance is first removed, the movement placed in a suitable ring, and adjusted till the arbor point will come in the lower pivot hole, and securely fastened there. The balance is then replaced, and its cock screwed on, or, if that is to be omitted, (447), the upper pivot is supported by the female centre end of the arbor. The lever, *d*, is then caused to move to one end of the slot, *C*, by turning the wheel, *h*, and moving the stud, *i*, and the upper end of the spring, *f*, in the right direction. An arm, *l*, with a suitably shaped claw, *n*, is then adjusted in contact with the balance arm, or rim, or a screw. The lever fork of the watch is then pressed against one of the banks, with the ruby pin resting against the inner side of the notch,—this position of the parts representing one extremity of the action of the fork on the ruby pin. Finally, the pointer, *e*, is moved to any degree on the scale, *D*, that you wish to start from, but preferably, in most cases, to the *O* at the same end as the lever, *d*, stands.

MAKING AND REPLACING THE BALANCE STAFF.

PRIZE ESSAY BY C. E. BILLINGS, LONDON, ONT.

THERE is a great deal more in the above named subject than a first glance implies, for the subject covers a great deal of ground. The quality and best method of hardening and temper-

ing the steel from which it is made, the best means of centering and the use of the graver must all necessarily be considered, and in my opinion pivoting a staff and replacing a cylinder come under the same head.

In the first place, let us take into consideration the steel from which the staff is to be made. As to quality, it is beyond question that the very best only is suitable for such a purpose. When I turned my own

blanks I used Stub's steel wire of the required diameter, and as all watchmakers know, nothing better in regard to quality can be procured. I have since found a very good blank staff in the material stores, which is sold at from 40 to 50 cents per dozen, and I buy them in preference to turning my own blanks. They are supposed to be tempered too, but I never trust them in this respect, but always harden and temper them myself so that I always know just what kind of metal I am working.

In regard to hardening steel there is at present considerable controversy, and any number of methods. I have at different times and for different purposes tried castor oil, linseed oil, sperm oil, petroleum, fresh water, salt water and mercury. The three first named oils in my opinion gave the same general

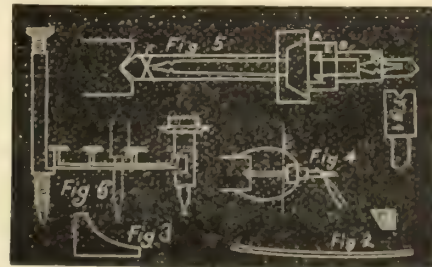
result. Fresh water gives the same degree of hardness, but does not leave the steel as tough as the oil. Petroleum renders the metal a trifle harder than the other oils, and at no apparent cost in regard to brittleness, while either salt water or mercury renders the metal so very brittle as to be only suitable for large or medium sized drills, and is of no particular advantage in hardening such a piece as a balance staff.

In hardening I take about a dozen blank staffs, lay them in a hollow on a piece of charcoal and cover them with a thin piece of soap, and by means of a good-sized alcohol flame and a blow-pipe, heat them to a cherry red and then plunge them quickly into linseed oil.

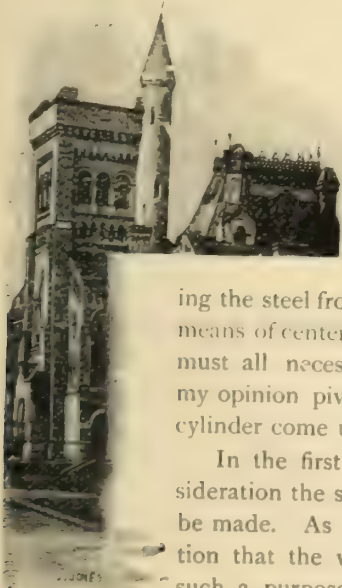
In performing this operation see that as the flame is directed, the soap rapidly melts and covers the pieces with a thin black coating which will serve to exclude the air while heating. If it is properly done, the sudden cooling causes this shell to chip off and leave the blank staff perfectly white, but should the result not be so satisfactory, a little rolling between the fingers will remove it, or should you desire a better polish and are the possessor of an American lathe, they can be quickly and nicely polished with a fine emery stick.

To temper them, the best manner is to pack them in a metal receptacle, similar to a boiling-out cup, filled with fine brass filings, in such a manner that the color may be observed as the changes occur. Hold them over an alcohol flame and subject them to about 530° Fahrenheit, which would bring the color to a dark purple. This, I think, is sufficiently hard for a balance staff, and they should by no means be made softer. It will, upon a fair trial, be found that a staff of such a degree of hardness can be very readily turned with a good graver in good condition, is capable of taking a very fine polish and will produce a good wearing pivot and will stand more hard usage, while in the watch, in the way of sudden shocks, and falls, than a staff either of a greater or less degree of hardness.

Having prepared our blanks, the lathe is the next consideration. Some workmen still insist that there is nothing to equal the bow lathe for fine work, and I am willing to admit that I have seen some of the finest kind of work produced by that means. Others, however, claim that continuous motion will produce as good work and do it quicker. I am of the latter opinion. I also claim that a split chuck in a lathe of American or foreign manufacture will not hold a piece *absol-*



utely true. Such chucks will no doubt do well enough for ordinary work, but when a fine staff or pivot is to be turned, I agree with the manufacturer of the leading American lathe, that nothing equals a *well centered* cement chuck. I have tried almost every make of lathe, and have come to the conclusion that for the finest kind of work the Swiss or cement lathe is most suitable on account of its lightness and the facility with which the wearing parts may be adjusted; or a cement brass may also be used with an American lathe, and it must be borne



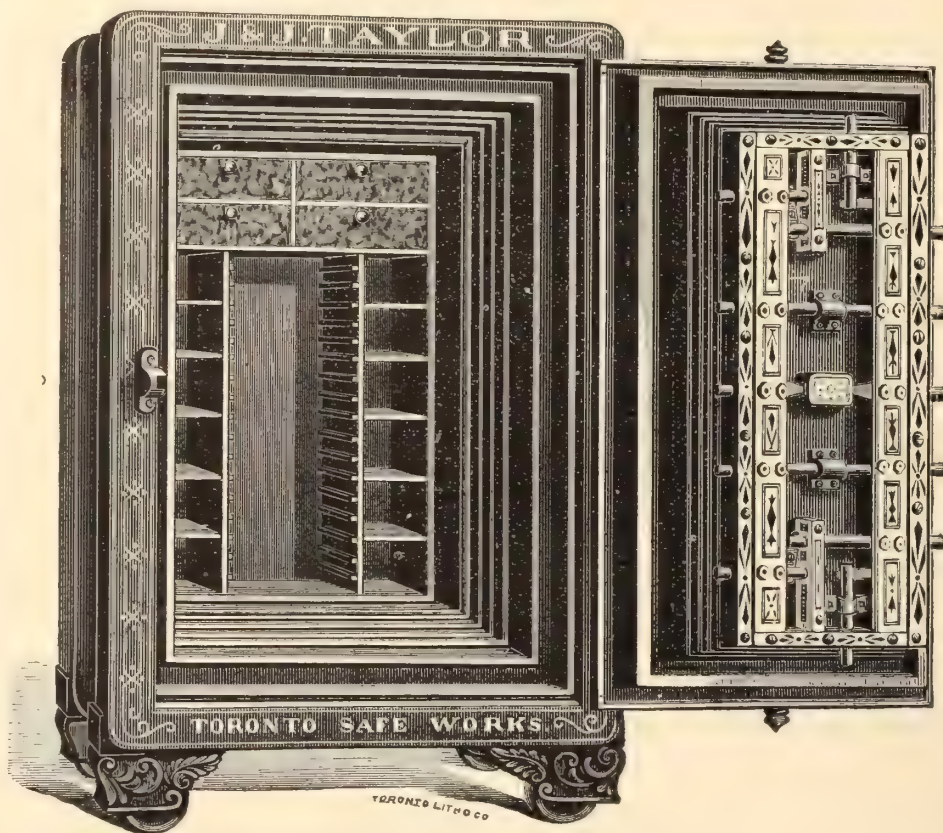


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this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

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in mind that if the chuck is removed from the lathe it must *always be carefully re-centered* when re-placed, no matter how true it may seem to run.

In centering a chuck the greatest care must be observed. The centre should be accurately caught with a fine pointed graver while the lathe is in motion, which should be braced on the T rest brought up to just about on a line with the centre of chuck and directly across the face of the chuck. A very small dot is all that is really required, but a very small centre is at times difficult to find. I make a centre of rather a shallow V shape, always making sure that the *bottom is absolutely* central so that it will hold the finest pivot. A glance at Fig. 1 will show pretty clearly what is meant. These finely centered chucks are only necessary when centering the pivoted end of a finished or partly finished staff.

To centre a blank staff, to begin with, I am not so particular, as I do not care whether the blank runs absolutely true or not, but at the same time I get it to run as truly as possible, and I can usually use the same chuck without re-centering it after removing and replacing. The chuck for the blank staff should be centered in the same manner as the finer one, but the centre should be a little broader and deeper.

In regard to a cement most suitable for such work, I have tried sealing wax, black wax, shellac and two or three other compositions, and an experience of twelve years has taught me that nothing equals shellac. It holds very firmly, is easily manipulated by using a very slight degree of heat, and is very easily removed from the article cemented, by boiling in alcohol, or it may be removed by allowing the piece to remain in cold alcohol until dissolved. The shellac should be prepared in sticks so as to be handled conveniently. In preparing, I take a tin or other vessel filled with hot water and throw in the loose shellac which will fall to the bottom; heat over a flame or fire for a few moments, stirring briskly with a stick or anything convenient, to keep the shellac from adhering to the vessel as it melts, and as it is melting keep it together as much as possible, forming a ball in the bottom, and then remove and roll into sticks while warm.

A word in regard to gravers would not, I think, be out of place here. In the first place, have plenty of them—a good assortment of shapes and sizes, and above all, the best quality obtainable. In sharpening or grinding, be sure and get the face flat, and if you have never been able to accomplish the latter feat, take an old graver and practice an hour or so, for you will never be able to do any kind of good work unless a properly ground graver is used.

Another thing. No matter how much of a hurry you may be in, never grind off the edge of a graver simply for the sake of getting a point on it quickly. It looks bad, and you will only have to grind off twice the usual amount when you require a proper point. Keep to oil stones, a coarse and a fine one, and do all the grinding on the coarse stone and finish on the fine stone, and always be sure you have a point on the graver by examining it with a glass or trying it on the nail. After the face has been properly ground the edges may have just a rub or two on the fine stone to take off any burr that may be produced in grinding the face, and be sure to grind the face well back at a very acute angle.

If all these directions are strictly adhered to, no trouble will

be found in cutting, unless the trouble would be in the manner in which the graver is held, or by the rest being too high or too low. Judgment is required in all things, and it is just here where you will require judgment to obtain the best results in turning. The graver must be made to *cut* and not burnish, glaze or scrape away the metal.

The other tools and materials required are polishers and polishing materials. The polishers for square pivots and shoulders consist of a strip of soft steel or iron about six inches long and about three-sixteenths square and the end curved as in Fig. 2, and the edge that faces the shoulder should be filed back at a very slight angle as A, Fig. 2. A similar strip of bell metal will also be required. They should both be filed into shape with a medium coarse file drawn crosswise so that the grain made by the file will serve to hold the polishing material. The edge should also be very sharp and clean cut, so that a sharp corner may be well polished. They should be refiled as often as they become worn smooth.

For conical pivots similar polishers are required with the edges left straight and the corners rounded so as to exactly conform to the shape of the pivot, and they should be made so that either can follow the other without any perceptible difference.

To produce rounded corners exactly similar on both steel and bell metal polishers, I use two little tools shaped like Fig. 3. They are made of steel and well hardened, the edge of one being knife-edged and the other rather square. The polishers are drawn lengthwise across the knife-edged tool first and afterward across the square-faced tool which will remove any deep ridges or cuts caused by the first operation.

If these simple little tools are well made they will save a great deal of trouble and annoyance at times, caused by unequally rounded polishers.

The polishing materials are oil-stone dust, crocus-antimony and diamantine. The oil-stone dust should be well mixed with refined sperm oil, as should also the crocus-antimony. The diamantine should also be well beaten up and mixed in a similar manner on glass, and with a glass beater, but it must be used with as little oil as possible. One thing must be borne in mind, however, in regard to any polishing material, it must be absolutely free from all dust or grit, or good results will be impossible.

I keep polishing materials ready mixed in small, round wooden boxes, which I procured at the druggists and fitted them inside with thick flat glasses.

There is some question among watch repairers as to the best methods of polishing, and some, mostly English workmen, use medium coarse rouge after the oil-stone dust, and finish with very fine rouge instead of diamantine, and others prefer sappharine or rubytine. I have tried them all, and find diamantine will produce a better gloss and is more satisfactory in all respects. Rouge is very slow and not so good, and while sappharine and rubytine are quicker, the polish or gloss is inferior.

We are now ready to place a blank staff in the lathe and proceed to fit and finish it. We will suppose it to be a medium grade Swiss staff, for I suppose nearly all workmen prefer to use the finished American staff when having occasion to replace one of that style, although I prefer to make my own American staffs, and always make my own American jewel settings or set a new one in the old setting, if possible.

The first thing to be done is to examine upper and lower



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We hope that while our Methodist friends are arguing this knotty question, which we trust will be amicably settled, they will not forget that while Universities may come and Universities may go, Thayer's Watches go on forever. In fact they are going so fast (in a selling way —no pun intended), that we can't get up to our orders.

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jewels, and if broken or defective, replace them equal to the original or better. Remove hair-spring and place the broken staff with balance wheel in place and keep in position as nearly as possible, and see just how much clearance there is for balance wheel and roller, and if any alteration is to be made in the height of either, make a note of it and correct the fault when turning the staff. Place and screw balance cock in position, and with both cap jewels removed measure exact distance between outside of jewels, which will give exact length of staff, which we will suppose to be 27° on the douzieme or degree tool. Then measure by same means the exact length of old staff, in broken condition, which we will suppose to be 24° ; this will show a total difference of 3° between length of staff required and length of broken staff, which will be just $1\frac{1}{2}^{\circ}$ for length of each pivot.

Now remove roller from old staff, using a tool for this purpose which will not scratch or mar the edge. Closely examine the manner in which the balance is fastened on the staff, and if the rivet is much spread do not attempt to remove the wheel by punching the staff out, but place in the lathe and carefully cut away the rivet, being very careful not to touch the balance arm. This precaution must be taken more especially with a fine compensation balance than with a plain balance, as every alteration in the former by bending, even in the slightest degree, will tend to change the rate.

Having procured the requisite and correct measurements, we proceed to cement one of the prepared blank staffs in the lathe by first heating the chuck by holding an alcohol flame under it while slowly revolving in the lathe and at the same time holding a piece of shellac over it, which should be prepared in sticks, and manipulating it so that as it melts it is deposited on the end of the chuck and a ball is formed of sufficient size to hold the piece firmly. After the shellac has been deposited satisfactorily, take the blank staff in a pair of coarse tweezers and while the shellac on the chuck is warm, push the lower end through so as to catch the centre in the chuck and then allow the shellac to very slightly set, and then by slowly revolving and holding the finger against the exposed end of the staff, it will be found to run true. Or it may be trued with a peg wood, as in Fig. 4, holding it firmly back against the chuck and at the same time keeping true in the round.

Before I leave this part of the subject, and while I am speaking of shellac, I want to say that it requires a very great deal of practice to use it correctly, and should you at any time have the shellac burn from overheating on the chuck, turn it right off clean, for shellac that has been burned is worse than useless.

However, should you be unable to get the rough staff to run exactly true, just get it to run as true as you can as it will not make any difference whether it is exactly true or not at this stage of the work. Now with a medium sized and well sharpened graver proceed to turn the shoulder A, Fig. 5, to fit the hole in the balance. There is no necessity for taking the measurement with an instrument, for we have the hole, and it must be tried frequently to avoid turning it too small, for if it is too small it will be impossible to fasten the wheel on centrally. It should fit very snugly and at the same time not so tightly as to require any force to put in place. The corner must be cut out clean and sharp, which can only be done with a very finely

pointed graver. Another point to be observed at this stage is to see that the seat for the balance is perfectly flat, for if it is undercut, even to a slight degree, it will have a tendency to throw up the outer ends of the balance arms and thus distort it and change seriously, if not entirely ruin, its rate.

After having the balance seat turned satisfactorily, cut off the height of the shoulder exactly level with the thickness of the balance arm, and turn shoulder B, Fig. 5, to fit the hair-spring collet. This should be turned with as much care as the previous operation, and should be tapered very slightly so that the collet will admit of a free introduction of the upper end of the shoulder, and yet fit very snugly when pressed down in proper place. It must allow of being readily removed without straining the balance in any way, and admit of being readily turned as occasion demands in placing in beat.

After finishing, this shoulder must be turned off to same length as one on old staff. The rivet or undercut for holding the balance wheel must now be turned as at E, Fig. 5. This should be very carefully cut with a small sized and very finely pointed graver, and care must be taken not to reduce the size of the hair-spring shoulder. Do not get discouraged if the point on the graver breaks frequently at first, for it requires a great deal of patience and practice to accomplish such a cut perfectly and retain a point on the graver.

The end of the hair-spring shoulder may be turned off flat or it may be undercut for appearance. I usually leave them flat and polish afterwards.

The small piece D, Fig. 5, at the root of the pivot, is to be turned next, and it should be turned to about the same diameter as on old staff, and then the length from the balance seat to the end of the broken pivot must be obtained and allowance made on the new staff for length of pivot broken off, and after carefully marking, turn off at that point and proceed to turn the pivot.

If a conical pivot is required, as is usual with most balance staffs, be sure and have it *conical* and not tapered. There is a vast difference in ideas among watch repairers as to what a conical pivot should be. The conical part should take the place of the beveled edge at the root of a square pivot. It should be an easy curve inward till it reaches the pivot itself, which should be perfectly straight and even throughout. When turning, it should be left a trifle larger than the jewel hole, and then with the round edged steel polisher and a little oil-stone dust it should be polished until all graver marks are removed and the proper size obtained. That is, the jewel must fit the pivot without any perceptible side-shake, and yet when the jewel alone is placed in position with the pivot through the hole, it should drop off readily when the staff is inverted. After reducing to the required size with steel and oil-stone dust, take a piece of pith and thoroughly clean off all the oil-stone dust, and then with the bell metal polisher and a little crocus-antimony polish out all the marks left by the oil-stone dust. Carefully clean with pith and then with a peg wood, cut like the previous polishers and a little diamantine; proceed to polish until a fine gloss is obtained.

(Concluded next month.)

SAN FRANCISCO, with a population of about 400,000, has only 120 churches, with a seating capacity of 40,000, and an average attendance of 25,000.



SELECTED MATTER.

IF OUR OLD CLOCK COULD SPEAK.



IT isn't a scrumptious thing to see—
It's rather short o' paint—
Its brows will always wrinkled be—
Its tick is growing faint;
The circulation's noways good—
The j'int's to stiffly play—
It some't of ner than it should
Forgets the time o' day
'Twill stop and try to recollect
For somethin' like a week,
For ther'd be music, I suspect,
If our ol' clock could speak.

In rain or shine, through peace an' war,
It's still been, as appears,
A member of our family for
Some five and fifty years.
It's stood right there, through thick and thin,
An' kep' track of the sun,
An' raked its own opinions in
'Bout what we mortals done;
It's hed good watch o' young an' old
(An' looked so mild and meek!)
Some anecdotes ther' would be told,
If our ol' clock could speak.

It's stood aroun' at every meal,
Mid clash o' plate an' cup.
An' heard us our id's reveal,
An' size the neighbors up;
It's traced our little bickerin's, too,
An' seemed to sympathize,
A squintin' softly at us through
Them solemn key-hole eyes;
It's umpired many a lively game
O' social hide-an'-seek;
'Twould score a number o' the same,
Providin' it could speak!

How our folks drove to town one day,
An' lef' us chilrun free
With self-protectin' things to play,
"But let the ol' clock be"
An' though we young uns (never still)
Hadt thought o' that before,
We now couldn't let it 'lone, until
It crashed down on the floor!
We tremblin' set it up again,
Half runnin', with a squeak;
'Twas lucky for our jackets then,
The critter couldn't speak!

How o' folks went to church one night,
An' lef' us all—sly elves—
If we'd conduct there—good an' right—
A meetin' by ourselves
But neighbor gals an' boys in teens
Walked in—an' first we knew,
We fell to playin' "Cats, peas, beans,"
"Snap up an' catch 'em" too;
We scattered when, by good ear luck
She heard the big gate creak;
The ol' clock frowned an' ticked an' struck,
But couldn't me' out to speak.

Ah me! the facts 'twould just let fly,
Suppose it had the power!
Of courtin' chaps, when on the sly,
They turned it back an' hour;
Of weddin's—holdin' tender yet,
The bride's last virgin grace;
Of fun'rals—where it peeped to get
A good look at the face;
It knows the inside-out o' folks—
An' nature's every freak;
I'd write a book if I could coax
That wise ol' clock to speak.

Still straight as any gun it stan's
Ag'n the kitchen wall;
An' slowly waves its solemn han's
Outlivin' of us all!
I venerate some clocks I've seen,
As e'en a'most sublime;
They form revolvin' links between
Eternity an' time,
An' when you come to take the pains
To strike a dreamy streak,
The figurative fact remains
That all the clocks can speak.

—Will Carleton, in *Home Journal*

SAVED BY A DIAMOND RING.



I ONCE noticed during dinner at a village inn a stranger who, as is the habit of some widowers, wore a wedding ring, which had presumably been his wife's, and over it another ring of the kind usually worn by ladies, in which were set three very handsome brilliants. After dinner the conversation took a turn in the direction of precious stones, and one of the guests said something about the difficulty of distinguishing, in the

absence of tests, a true stone from a well executed imitation. He took from his waistcoat pocket an imitation diamond, which I certainly should have pronounced genuine. For the purpose of comparison, Mr. Fitzpatrick (for that, as I afterward learned, was the widower's name) slipped from his finger the ring which I have just mentioned, and after it had been examined and replaced, said:

"There is a curious story connected with that ring; I daresay you have heard it?"

"I've heard something about it," said the other, "but I don't know the particulars, and I think they would interest the company."

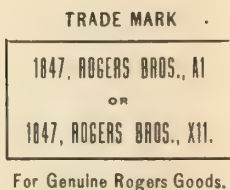
"Well, then," said Mr. Fitzpatrick, "I may as well tell it if you care to hear it. The story begins and ends a long time ago. It is forty years this month since I became engaged to



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be married. I was then a curate and had not much money to spare, but I just received a legacy of rather less than a hundred pounds, and in a fit of extravagance, hardly excusable even in a lover of five-and-twenty, I spent the whole of it and a few pounds more in purchasing a ring for my future wife. We expected the engagement to be a long one, but the rector of the parish died suddenly, and my great uncle, in whose gift the living was, presented it to me. The rector's death occurred in February. I read myself in on Easter Sunday and on the first of June was married.

"I suppose that every newly married husband and wife think themselves the happiest people in the world, but I honestly believe that we really were so. We had not only each other, but everything else that we desired—a larger income than we needed, work that was thoroughly congenial to both, a few real friends, a large number of pleasant acquaintances, and an utter freedom from all anxiety.

"This unalloyed happiness endured six months, when my wife's health failed in a mysterious manner. She became subject to strange fits of languor, physical depression and drowsiness, which gradually lasted longer and grew more frequent. I procured medical advice at once, but the doctors seemed completely baffled. The vital organs, they said, were perfectly sound, and although the action of the heart was not quite so strong as it should be, there was absolutely nothing to account for the peculiar symptoms. At best, they could only recommend tonics, gentle open air exercise and an occasional stimulant. In spite of all, however, my wife grew worse. At last she was confined to her bed, and she had not been so a week when one evening I left her in apparently much the same condition as usual, and went into my study to devote a couple of hours to my next Sunday morning's sermon. I had been downstairs only about three-quarters of an hour when my wife's sister, who had been sitting with her during my absence, hastily entered the room and frantically exclaimed: 'Oh, James, she's dead! Our darling Kate's dead!' You can imagine the shock I experienced; still I did not believe that what she said was true. I thought that my sister-in-law's anxiety had been too much for the poor girl's nerves, and that she had temporarily lost her reason. I did my best to calm her and soon succeeded, for she began to talk so lucidly that I was compelled not only to listen, but to give heed to what she said.

"She told me that she and one of the servants had been watching by my wife, who was apparently sleeping peacefully, when they were both startled by a peculiar change in her countenance. They listened for the sound of her breathing, but heard nothing. They then held a hand mirror to her lips, but it remained unclouded. They felt for the pulsations of her heart, but it had ceased to beat, and her body was deathly cold. The servant, she said, had gone to tell one of the men to saddle a horse and summon the nearest doctor, while she had come to tell me the terrible news, and bid me be calm.

"Calmness was impossible. I rushed upstairs. I thought they were demented, but I experienced a fear which I must myself dispel. Yet I was so sure that my wife could not be dead, that I opened the door gently and walked softly to the bed in order to avoid alarming her. I leaned over her and said softly, but distinctly: 'Kate, darling, are you asleep?'

"Before I had spoken the last word I was convinced. I

had often seen death and was sure that I knew it too well not to recognize it at a glance. I shrieked, but there was no answer, and I flung myself full length upon the bed in voiceless agony.

"I must have become almost or entirely unconscious, for I knew nothing of the doctor's presence in the room until I felt his hand upon my arm. He said: 'My dear Mr. Fitzpatrick, you must try to bear it like a man and a Christian. Your wife is dead. She has been so more than an hour.'

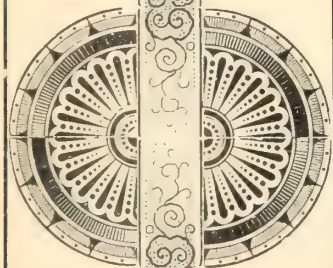
"How I felt I cannot tell you. I was prostrated with grief, and so continued for three days. The necessary preparations for the funeral were made by my wife's brother, and I was unaware of what had been done. On the evening of the third day I heard muffled footsteps ascending the stairs and I felt rather than knew that they were the footsteps of the men who had come to close my wife's coffin. I heard the door open, then for a few minutes there was silence. I then heard other and lighter footsteps descending, and they were followed by a tap on my study door. When the door opened I saw that the intruder upon my grief was an old nurse of my wife, who had come to see her living and found her dead.

"'If you please, sir,' she said, giving my wife the old familiar name, 'they cannot get the rings off Kate's finger, and they want to know what to do.'

"I had been apathetic, but in a moment I was indignant, and shouted: 'Leave them on!' in tones that made the poor woman beat a terrified retreat. I was completely unnerved by what seemed an outrage upon the remains that were so dear to me, but I could not make a more effectual protest, and soon again sank into the lethargy from which I had been aroused. The night progressed as the preceding nights had passed, sleeplessly and wearily. I rose at dawn and sat in the study until noon, when friends came to tell me that the time for the funeral had come and that I must follow my wife to her last home.

"You don't know the rectory well, Mr. Browne," said Mr. Fitzpatrick, addressing himself to his friend, "but you must have passed it. The front door, as you will remember, opens toward the turnpike, but there is a side door through which one can pass from a small storeroom connected with the study directly into the churchyard. My wife was in the habit of using this door very frequently, for there ran from it a path which crossed the churchyard and ended at a stile, which was just opposite the gates of the Grange, then rented by the Hardings, who were my wife's intimate friends. When she returned and found the door fastened, which sometimes happened, she had been accustomed to let me know she was there by a peculiar tapping, and I always let her in. It was through this door, which somehow seemed to belong to her, that I followed her to her grave, and when it was gently closed behind me I think I fully realized for the first time how changed my life must henceforth be.

"The service was soon ended. I heard the clods fall upon the coffin and then I returned to the house that was as solitary as it had formerly been cheerful. The vicar of the next parish, who had performed the last sad offices of the church for my wife, returned with me, and earnestly endeavored to restore me to a sense of my duty, but I refused to be comforted. At last he left me, and I was glad to be alone, for in solitude I could feel that my wife was somewhere near me. The servants



18 Manning Arcade, Toronto.

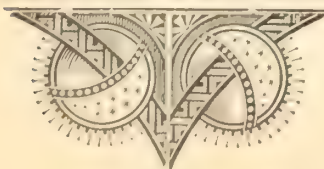
TO THE JEWELRY TRADE :

In wishing you the Compliments of the Season, I desire to thank my numerous friends in the Trade for the liberal share of their orders with which I have been favored, and which has confirmed my opinion that there was room for a Special Watch and Diamond business in Canada.

During the month I propose adding to my stock many of the desirable lines that are being put on the market and will show a complete line of Watches and Diamonds.

Yours truly,

GEORGE CHILLAS.



brought me food, but I could eat nothing. The hours passed slowly, but I took little note of them. I did not even know that it was dark until one of the maids came and asked if she should light the lamp. I let her do it and then mechanically took a book from one of the shelves and attempted to read. It was only a mockery of reading, but it acted as a sort of narcotic, and I had dropped into a doze when I was aroused by knocking on my door—sharp and decisive knocking, as if the person who did it was not asking, but was demanding admittance. Just as the knock came the clock struck twelve, and I knew that I must have been sleeping for nearly three hours. I arose from my chair, opened the door, and inquired what was wanted of me. Standing in the lighted hall were the three indoor servants and the old nurse, and the faces of all were blanched with terror. One of the girls, in her agony of fright, caught my sleeve and panted: 'Oh, sir, do come!'

"I shook her off and addressing the nurse, inquired: 'What's the meaning of this?'—She was clearly as frightened as the others but was more self-possessed, and replied: 'If you please, sir, Jane and Margaret say that their mistress is standing at the side door tapping on the panels, and that they will leave the house if you do not come and see.'

"I told them they were superstitious and bade them go to bed, but they cowered behind me as I hastily crossed the store-room and strode through it to the side door. I approached the portal and I confess that my pulses bounded as I distinctly heard the well-known tap. I groped for the bolt, which I drew back and flung the door open. If I were to live for a century I could never forget what I then beheld. There stood my wife, with bright, open eyes, a flushed face, disheveled hair and her garments stained with large spots of blood.

"'James,' she said, 'don't be frightened, it is I.' She may have said more, but this was all I heard. They told me that I gasped 'Kate! my Kate!' and fell senseless.

"When I recovered consciousness, I found myself in bed. My wife, dressed as was her custom, was sitting by my side, and I looked around and wondered whether I had been awakened from a horrible nightmare. At last the reality of the events of the past few days came back to me—my wife's illness, her death, her strange return from the world of spirits.

"When I summoned strength for the task, I asked what it all meant, and though she could tell but little, that little was enough to solve the mystery. She said she had felt as if she were being rudely awakened from sleep, and that when she became thoroughly aroused, she discovered that she was sitting up in an open coffin at the bottom of a grave, with the blood running from a deep cut in her ring finger. The grave was shallow and she had managed to climb out, when she observed that she was not twenty yards from the door by which she was accustomed to enter the house. She made her way to it, and we know the rest.

"It had been a curious case of trance, catalepsy, or what ever name men of science may give to those inexplicable simulations of death in which all the functions seem to be arrested while the vital principle remains intact. She had been restored to conscious animation by a cut upon her finger by a ruffian whose cupidity had tempted him to a deed from which many a hardy scoundrel would have shrunk in horror.

"The perpetrator was, of course, one of the undertaker's

assistants, who, unable to resist the temptation offered by my wife's beautiful diamond ring, had broken into her grave and while attempting to remove the jewel awoke her from her trance. My gratitude to the fellow, whoever he was, overcame my sense of duty and I made no attempt whatever to discover his identity.

"I lived happily with my wife many years after this occurrence, and when she died, some months ago, I transferred the ring to my finger, and there it shall remain the rest of my days."—*Exchange.*

INGENIOUS DIAMOND SWINDLERS.



ROOKS and clever swindlers greatly waste their genius for illicit purposes, sorry to say, because, really, several of them possess and evince a degree of talent, which, if devoted to honest pursuits, would soon make them noted for their acuteness. The following two instances, one of which we translate from an Italian paper, the other from an unpublished private French diary,

forcibly support our assertion:

The first case, by which the celebrated jeweler, Mellerio, was defrauded out of a large sum, occurred in Paris. According to the testimony taken, the cheat was perpetrated in the following manner:

A very elegantly dressed lady issued from a carriage drawn up before Mellerio's store and introduced herself as the Countess Salice. She told him that she had come to select marriage presents for her sister, which were to be presented to the latter by her future husband. Her prospective brother-in-law, Dr. Manuel, had requested her to do it. This gentleman was the famous director of the private lunatic establishment in the Rue de Longchamps. The lady selected the diamonds, exhibiting much taste in the selections, and told the storekeeper to wrap them up. She was not surprised at hearing that the account was a little over 100,000 francs, and asked the jeweler to come at two o'clock to the office of the justly celebrated physician to receive payment, as it was very likely that her future brother-in-law would desire to inspect the things. Mellerio called the confidential clerk of the establishment, a man thoroughly tried and found capable by many years of experience and practice, delivered to him the package containing the diamonds, and sent him to the asylum superintended by Dr. Manuel. The clerk, when he arrived there, said that he was sent by Mellerio, and was told that the doctor would receive him in a few moments. While waiting, the countess entered, greeted him very affably, and asked him to let her have the diamonds, as she wished to show them first to the doctor, who was in the garden. The



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TORONTO.

clerk handed her the package ;—the countess left the room and returned shortly afterwards, saying that her brother-in-law, Dr. Manuel, desired to see the gentleman who had brought the diamonds. He entered into the doctor's office, this personage, known all over the city of Paris, being seated at a table. The clerk was asked to sit down. The famous doctor mustered him all over, felt his pulse, and finally asked :

"What do you bring, sir?"

"I bring the diamonds," said the clerk.

"Well, well," said the man of pills, throwing a glance at the countess, who wrung her hands, and showed in her face the deepest anguish. The clerk was struck by this, still more so when the physician asked him :

"Then you come on account of the diamonds? Are they very valuable diamonds?"

"Certainly," rejoined the clerk ; "one hundred thousand francs."

The physician again exchanged a look of commiseration with the countess, and then addressed her pityingly :

"Courage, my lady ; but it is perhaps better that you retire." She retired, dissolved in tears, while the fears of the clerk augmented rapidly.

"Doctor," he said, "there must be a mistake somewhere ; I bring diamonds, which you have ordered from Mellerio, to the value of one hundred thousand francs."

"Very well, very well, dear sir," said the doctor, "I know." He then rang the bell, and four powerful men entered, to whom he said :

"Take the patient to No.—"

Vainly the clerk shouted for his diamonds and his liberty ; he was overpowered, confined in a straight jacket and treated as a raving maniac. He thus remained confined for eight days, raving and protesting, and was treated with cold douches and other "restoratives," until Dr. Manuel read in the daily press of Paris an advertisement of the jeweler Mellerio, requesting parties possessing information to communicate to him any tidings of his clerk, who had been sent out with diamonds to the value of one hundred thousand francs, but had failed to return. Being a thoroughly honest man, it was feared that some misfortune might have happened him.

The celebrated physician became in this manner an accomplice of a clever swindling scheme. The woman had visited him the day before the occurrence, and, introducing herself as the Countess Salice, had weepingly told him that she was unspeakably unhappy because her husband was talking irrationally. He entertained the idea that he had lost diamonds of enormous value, and would become downright dangerous if anyone attempted to contradict him. He would remain standing before every jewelry store of the city and gaze into their windows ; get up at night and call for his diamonds—in fact, she represented the state of the patient so that Dr. Manuel fully believed in the aberration of mind of her poor, dear husband, and requested her to bring him next day during his office hours. She begged the doctor to detain him at once in case he considered him mad, as she was afraid of her life. The woeful tale could be readily imagined.

The next *coup de genie* was played on Napoleon III. This distinguished person became deeply interested in a young countess, whose beauty was admired by all. Naturally no one

at court had, or pretended to have, knowledge of this liason, because Empress Eugenie, as is well-known, was terribly jealous. Once the countess took it into her pretty head to be present at some court festivity, and Napoleon III., in order to avoid scandal or talk, knew no other remedy than that of giving a large *bal de masque*, at which she was to appear dressed as a Spanish lady. In order to assuage her anger that she was invited simply to a masked ball but not a public festivity, and to give her a tangible proof of his affection, he sent her a pair of diamond ear pendants of a marvelous beauty. Each pendant contained, besides a number of small diamonds, a large and precious brilliant of so rare a water that the present was of an immense value. The countess was to wear them as signs of recognition. She appeared as pre-arranged, dressed in the Spanish garb, with the silk lace veil, the mantilla, thrown over her head, and amused herself to her heart's content, until she came into a crowd of persons and felt that one of her ear pendants was being opened and snatched away. She cried aloud, a disturbance was the consequence, but the pendant could not be found. All persons were required to unmask, but the thief had managed to escape with his booty. Naturally Napoleon felt no great interest in the discovery of the thief, still it was incumbent on him to take some steps, and he sent for the police commissioner of Paris, and handed him the second pendant as a pattern, in order to furnish him with correct data. The commissioner at once summoned all the detectives, who "snooped" around during the remainder of the night, but their search was futile. In the morning hours of the following day an officer, who introduced himself as a count and an officer of the Legion of Honor, appeared.

"What is the pleasure of your visit?" the commissioner asked.

"I come on account of the ear pendant which was stolen during the night at the masked ball at the Tuilleries."

"How is that?" the astonished police commissioner asked.

"The young lady," the officer replied hesitatingly, "who enjoys the favor of his majesty the emperor is my sister. The commotion raised about the ear pendant was entirely unnecessary, as it had not been stolen, but had gotten entangled in the folds of her lace veil which she wore over her head ; she herself drew it out of her ear when making some violent motion. When she came home and undressed she found it. Here it is."

He indeed presented to the police commissioner the pendant, the match of the one handed to him by the emperor.

"I come," the officer continued, "to ask you in the name of my sister for the other pendant. My sister and I—and I am prepared to say, his majesty the emperor—desire that nothing further be said of the entire affair. The reason why is left to your imagination."

The commissioner was highly elated at the happy end of the disagreeable occurrence, and handed to the count the other pendant which he had received from the emperor. Eight days afterward the duped commissioner learned that the lady had no brother, that the pendant had never been found, and that he had become the victim of an ingenious swindler, who had used this clever device for obtaining the other pendant. The countess, as well as the emperor, felt so angry at the commissioner that he was forced to resign soon after. — *Exchanges*

Looking Backward,

in 1909, the Trade will appreciate, more than ever, the mutual advantage of having handled first class Gold Filled Watch Cases.

It is one thing to guarantee Cases for a score of years; it is another thing to manufacture only such goods as render recourse to this guarantee unnecessary.

Crescent Cases are warranted to wear for twenty (20) years as a matter of principle, not of policy; and time demonstrates their unequalled durability.

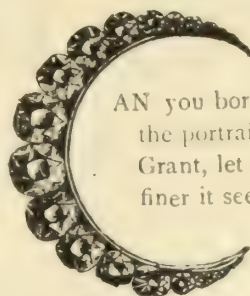
A PRACTICAL JOKE.



and water as she might have done.

Her husband, the celebrated Marquis de Gallifet, having reason to suspect that his wife did not care over much for soap and water, played off on her the following practical joke. One night, or rather morning, after returning from a ball at the Tuileries, he strolled into his wife's dressing-room, and lighting a cigarette sat down to discuss the events of the evening before retiring to his own rooms. He found Mme. la Marquise impatiently taking off her jewels and throwing them right and left on the carpet for the maids to pick up in the morning and put in order. After a few minutes, the Marquis kissed his wife's hand and retired for the night, but the following morning he came in and asked his wife to let him take a beautiful ruby bracelet he had once given her to Boucheron's to be reset, as it had already been arranged between them it should be. Mme. la Marquise told one of her maids to bring the bracelet, but the jewel was not to be found. The house was thoroughly searched from top to bottom, but the missing bracelet was not discovered. "Never mind," said the Marquis, at last, "you must have been robbed, that is all. I will get you another like it." Ten days later he again came into his wife's dressing-room early in the morning, and after a few minutes' casual conversation, carelessly asked, "You have seen nothing of that ruby bracelet, I suppose, that you lost ten days ago?" "No," replied Mme. de Gallifet, innocently, "of course not. How could I?" "Cochonette!" exclaimed the hero of Puebla, bursting out laughing; then, taking his wife by the hand, he gently led her up to the washing-stand, which, as is common in France, closed with a lid to keep the dust out. Lifting the cover he showed his bewildered better half the bracelet lying in the basin, where he had put it the night he had gone into his wife's bedroom after the court ball."—*"Piccadilly" in San Francisco Argonaut.*

GOVERNMENT ENGRAVERS.



AN you borrow a five-dollar bill? if so, just look at the portrait on its face. It is a vignette of Gen. Grant, let us say. The more you examine it the finer it seems. The note has been crumpled in

twenty pockets and greased by contact with hands clean and unclean, but the portrait is still a gem of the engraver's art. It ought to be, for scarcely twenty-five men in the country can do such work, and he who did the plate for which that portrait was engraved probably received a fabulous price for his pains. It is a tiny thing, scarcely one and a half by two and a half inches, yet it may have occupied the engraver eight, ten or twelve weeks. There was, perhaps, posing of models, study of portraits, searching of history, before the patient mechanical work of the engraver began. On other notes you find Lincoln, Jackson, Hancock, and a dozen other portraits.

The history of engraving in this country has its dark and romantic side. Engravers must be trusted in great matters, and sometimes they have betrayed their trust. One of the most skillful engravers in the country now works at his profession in Brooklyn under police surveillance. He counterfeited government securities while employed by the Treasury Department. He escaped imprisonment by turning State's evidence. His accomplices are still in jail, and although he is free, he can never escape the watchful eye of the police. Once suspected, an engraver is ever after a marked man.

Another case was that of an honest engraver, now also a resident of Brooklyn, who fell under unjust suspicion. He came one morning to his studio in Wall Street to find it in possession of the United States Marshal. The engraver had been watched for a year. The officers knew where he had passed his evenings for months back. He was not arrested, however, for the Marshal had got to the bottom of the affair, and found that Ulric, the counterfeiter, had obtained access to the innocent engraver's studio when the latter was absent and used his tools for counterfeiting. Ulric's accomplice was Jno. Briem, the man from whom the engraver rented his apartment. Ulric went to jail, but Briem turned State's evidence and afterward became a secret-service agent. Six months after detection Briem's hair turned white, and not many years later he died.

The story of engraver John McLees is stranger still. He was a skilled artist and an honest man, but drink was his great fault. Once, when under the influence of drink, he was seized by a gang of counterfeiters, carried to Brooklyn, and there detained in secret. Under threat of death he was made to counterfeit a government bond. To gain time, McLees spoiled the first plate, as if by accident, and before the second plate was finished government officers descended upon the place. McLees' good reputation and his frank story in court saved him from imprisonment. A friend found employment for him, and became responsible to the government for his conduct. McLees quit drink and lived the honest life he had always lived, but early one morning he was found dying, with a fractured skull, at the foot of his stairway in Dey Street. He did not revive sufficiently to tell the story of his death wound.—*The Stationer.*

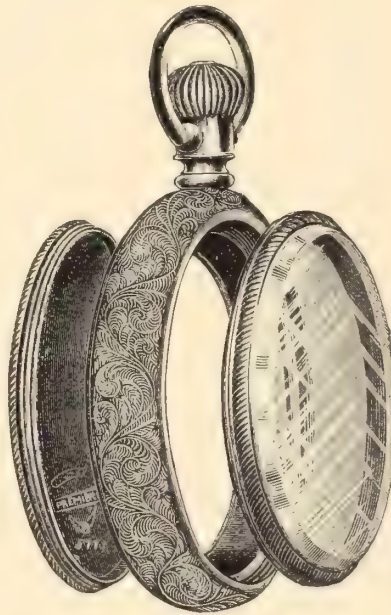


A CASE YOU CAN SWEAR BY.



THE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of GOLD FILLED WATCH CASES.

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to swear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can "swear by."

THE SONG OF THE JEWELS.

BY CHARLOTTE W. THURSTON.



H, the Ruby flashed, and
the Ruby glowed,
And the Ruby flamed
with a blood red
flame;
And over the moun-
tains the Lover
came,

Came wandering slowly
and anxious browed.
"Choose me! Choose
me!" the Ruby cried,
"What gift more grand
for a stately dame?
I breathe Love's fire with
my gorgeous red?"

Ah, close beside
The Diamond lay on its
velvet bed;
But never a word the
Diamond said

"Choose me! Choose me!" the Sapphire cried.
"O doubting Lover,
Go search, an' please thee, the wide world over,
What gift more fair than a Sapphire's blue?—
Love's color—Love, steadfast and tried and true

The Ruby is bold
In its flaunting pride,
The Emerald cold
In its loveless green,

Beware of Pearls for a promised bride,
The fitful Opal is fair to see,
Yet falseness lurks in that sullen mien
Choose me! Choose me!
For Love should whisper fidelity."

Ah, close beside
The Diamond lay on its velvet bed;
But never a word the Diamond said.

The Opal paled with a sudden ire;
As suddenly flushing an angry red;
"Thou dream'st thou art watching my light expire;
It sleeps and wakes; it is never dead.
What gift more fitting? Choose me!" it said.
"For what is thy love?" the Opal cried.
"Thy love but a spark of immortal fire?"

Ah, close beside
The Diamond lay on its velvet bed;
But never a word the Diamond said.
"Ah, pure and white
My shimmering light,"

Spake the Pearl's sweet voice, "as the fair white breast
Where I would rest.
What gift more lovely than I?" it cried;
"Choose me for thy maiden, me, by right
Of delicate beauty and worth allied."

Ah, close beside
The Diamond lay on its velvet bed;
But never a word the Diamond said.

"Choose me!" called the Amethyst. "Crowned kings
My royal color have proudly worn;
No lover a lordlier jewel brings;
A Queen I reign—for thy Queen was born.

O harken, and know me a faithful guide."

Ah, close beside
The Diamond lay on its velvet bed;
But never a word the Diamond said.

The Ruby, crimson with anger, flamed;
The Opal flushed with a pained surprise;
The Amethyst opened its violet eyes;
The Sapphire glittered with outraged pride;
The Pearl wept silently, sore ashamed;

For close beside
No Diamond lay on its velvet bed;
Yet never a word had the Diamond said.

—The Connoisseur.

THE STORY OF A WATCH.

AS TOLD BY ITSELF.



I WAS made in London, about the year Queen Victoria was born, at an establishment where the proprietor had a theoretical and practical knowledge of the business, and every workman had to be a complete master of the branch of business he professed. The caliper from which I was made was one of the best, all my different parts were arranged with a view to general utility, combined with strength where strength was required. I had no patent improvement whatever, and contained no complex arrangement to counteract the evil effects of faults that had no business to exist. To sum up my various properties, I was a sound, well-made lever watch, adjusted to positions and moderate changes of temperature, had heavy gold cases and cost £30. My owner used me well, and was regular in his habits, and every eighteen months or so left me at the shop where I was made, to be cleaned and looked over. The watchmaker charged his own price for his trouble, and my owner paid it cheerfully; and for several years the most perfect satisfaction prevailed among all concerned.

One evening, after my owner had wound and placed me in the usual position for the night, he remarked to his wife what an excellent watch I was; that I had never failed to do my duty, or in a single instance led him astray since he had received me as a marriage present fifteen years ago; and that I was the best watch that was ever made, and that he would not part with me for a £100. Little did he suspect, when he made that remark, how soon he was to lose me; and as little did I think, while basking in the sunshine of his praises, what terrible adversity was in store for me. Early next morning, as my hands were between 1 and 2 o'clock, a man, wearing a mask, cautiously opened the door of the room, and I saw at once that his visit meant mischief. After glancing hurriedly around he came to the dressing table, took all the jewelry that was lying around, snatched me and my owner's wife's watch from our pockets, and took us, and some silver plate found in another part of the house, to quarters in London where stolen goods were received, and before the sun rose that morning my



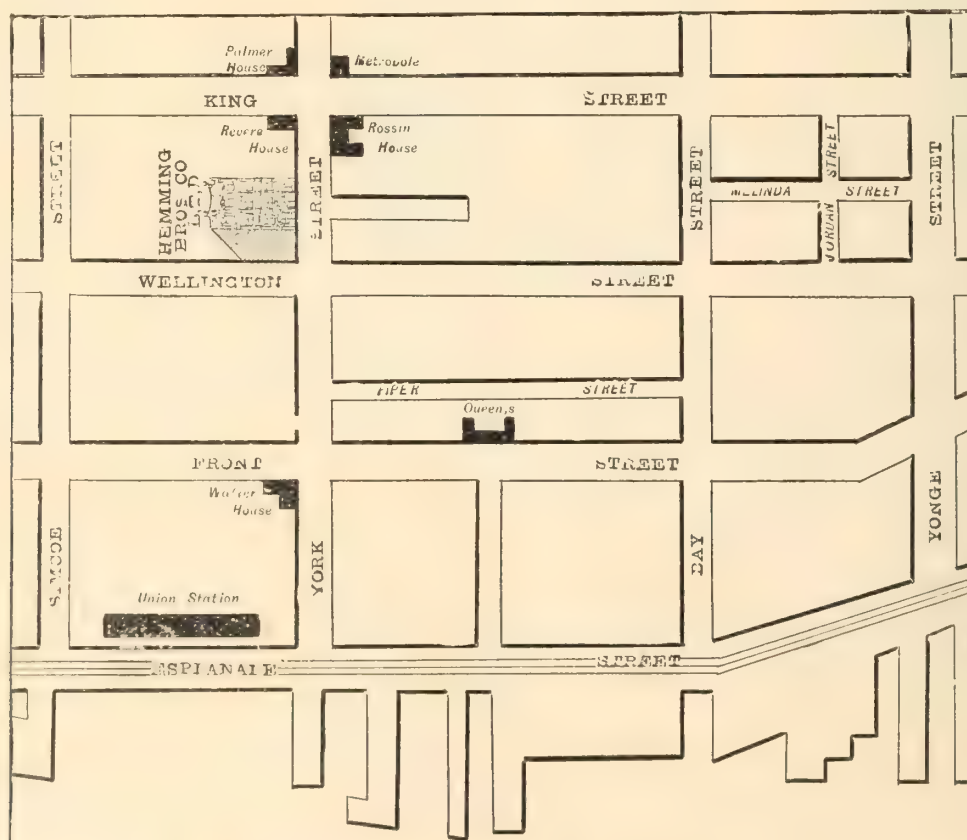
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Encourage Home Industry.
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Ask for our "B" Chains &
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B

We claim for our **B** chains

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15 K. and 9 K. Gold Alberts in all Patterns a Specialty.

cases were a shapeless mass of gold, and my works locked up in a drawer with a quantity of miscellaneous movements of all grades, from the finest pocket chronometer to the cheapest class of Liverpool or Coventry duffers, and in a few days we were all packed together and sent to New York.

In New York I got new gold cases, and by some means was smuggled into the channels of legitimate trade, and was soon bought by a steamboat captain, who wanted a good, reliable, London made watch. For over a year I gave my new owner the best of satisfaction; he was loud in his praises when he had occasion to talk about me, and once, when boasting about my regular running to a grain merchant, the proposal was made to purchase me. He said he had tried a great many different kinds of watches, and never could get one to run near as well as I was said to, and finally a bargain was concluded, and I was sold for more than twice my actual value. The grain dealer had occasion to travel considerably in the Western States, and somehow I could not run to please him any better than any of the watches he had carried previously.

He regulated me at every town he came to, and attributed my apparent variation to the shaking I had received when he was traveling. He certainly did travel over a great many rough roads, but I was able to stand it all without changing my rate very much—the real cause of the trouble was the difference of the time shown by what was acknowledged to be the standard clocks in the different towns and cities he visited; and when his watch did not show the same time as the clocks, he concluded the watch was wrong, and regulated it accordingly; and in this way he kept constantly shifting my hands and poking at my regulator.

Now, I do not think that a watch acts any worse than a human being when placed in a position of this kind. If a watch is constituted to pursue a certain line of conduct it cannot help doing so if people will only let it alone; but any unnecessary interference, however well meant it may be, always works mischief. I was doing my best to please him and could not do it; and he was under the pleasant delusion that he was helping me to run regular, while his actions were the very thing

that prevented me from doing so. One evening he forgot to wind me, and, as a natural consequence, I stopped. He concluded at once that I needed cleaning, and took me to a watchmaker, remarking that he was to be sure and clean me well, as I had never run right since he got me. "Oh, yes," says the watchmaker, "I will shine it up good;" and he kept his word, too, for the scrubbing he gave me with chalk and a hard brush was perfectly fearful, causing irreparable damage to my fine gilding.

"A man with a mask entered."

It was the first time chalk had ever been used to clean me, and the watchmaker left much of it in my pinions, pivot holes and other places, and when he handed me back to my owner I was in a far worse condition than before I was cleaned. In the course of a very few weeks I stopped again, from being so choked up with chalk and hairs from the watchmaker's brush; and my owner took me to another watchmaker, who, of course, told him that I required cleaning.

My owner could not understand how it was that I required to be cleaned so soon, and evidently regarded this watchmaker as an impostor; but as there was no other in the town, and I had to be made to run somehow, he left me with him. Now,



"This individual belonged to a family of born watchmakers."

this watchmaker treated me very well; cleaned out all the particles of chalk, polished my pivots, arranged my screws in their proper places, and also polished and blued the heads of those that were damaged, and as far as he was able, restored me to my original condition. When my owner called to get me, and when the bill was presented to him, he flew into a great passion; and, instead of only thinking this really honest watchmaker to be an impostor, he now believed him to be one in reality, because he was charging \$3 for what my owner considered to be the same work as the man who had "shined me up good," had done so expeditiously, and charged only \$1.50. If the watch wearing public only knew a little more about their watches, how much better and pleasanter it would be for all concerned.

After this double cleaning the natural inference would be that I would be sure to run well; but I did not please my owner any better, and the primary cause of the whole trouble was, he kept continually altering the position of my hands and regulator. At last he came across a watchmaker in a large city who thoroughly understood what was the matter. He said that I was not properly compensated for heat and cold, which was invariably the disease that afflicted every watch that came into his hands. Now, this was the most scientific man that had ever handled me. He had an oven constructed according to his own ideas, and which differed from every other contrivance of the kind, for testing the rates of watches in various temperatures. His arrangement for producing cold was equally peculiar, and he was altogether so very scientific that he could use nothing but Reaumur's thermometer to mark the different degrees of heat and cold. I was first put through the stereotyped process of cleaning, but the owner of the establishment did not attend to that personally, leaving it to be executed by a subordinate. After I had been cleaned, and when he was putting me together, he bent one of my third wheel pivots slightly, and it was with some difficulty that I managed to keep moving.

To persons possessed of minds of such high scientific order as the owner of this establishment, the train of a watch is of little consequence; it is in the adjustments where all the science comes in; consequently he saved all his energies to use in that direction. Now, the ordinary adjusters of watches to heat and cold are content if they can get us to run regularly in moderate changes of temperature; but this idea would not satisfy the man whose clutches I had now got into. He argued that if a rope had to sustain 100 pounds weight, it would be safer to have it made to bear the strain of 200 pounds, which, of course, is agreeable to common sense as well as science; and consequently it must also be safer for a watch that usually



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runs in a given number of degrees of heat or cold to be tested in double that number. This also appears common sense, but it was not the science practiced by my maker, who for extreme degrees of temperature considered a secondary compensation was necessary. This little omission, however, was of no consequence whatever to the professor who now had me under his charge. He tried me in a temperature below the freezing point, and then in another temperature which nearly melted the shellac that held the jewels in my pallets, and in this manner continued to persecute me for nearly a month; but being originally a good watch I was able to stand it all, and was not much the worse. At last this professor of baking and freezing examined his book, added up the figures in the different columns of the page devoted to my record, and I was pronounced to be perfect. My owner cheerfully paid the large bill that had been incurred, and it was considered morally certain that I should run regular this time.

How little dependence is to be placed on human calculations! Our fondest hopes, which to-day seemed on the point of being fully realized, are to-morrow shattered to pieces. The clocks in the towns of the different States that my owner visited in the course of his business still continued to show different time, and of course I was still considered to be running in proportion to the amount I varied from the different clocks. Besides, I had a bent third wheel pivot now, which sometimes caused me to stop altogether. In the course of a year I was at half a dozen different watchmakers, who all said that I needed to be cleaned, and they all cleaned me; but I was not fortunate enough to fall into the hands of one to examine me thoroughly to see really what was the cause of my stopping. One day I stopped after being only two days out of the watchmaker's hands. My owner tried another watchmaker in a town a number of miles distant, who told him the usual story, that I needed to be cleaned; but my owner maintained it could not be possible, as I had been cleaned but two days before. This man wanted a job, and was not particular about the means he used to get it, and, under the pretense of examining me and trying the power that was on my different wheels, with the point of a peg dexterously removed a portion of the dirt from under the nail of his thumb, and showed it to my owner as having been taken out of my works. Of course this was conclusive proof that I needed cleaning, and I was put through the process once more; but my third wheel pivot was not straightened that time either, and of course, I continued to stop running at intervals. My owner was now thoroughly disgusted

with both me and the watchmakers, but was induced to try another one, who was recommended by a particular friend as being a mechanical genius.

This individual belonged to the family of "born watchmakers," and was one of those few who are possessed with that amount of knowledge of watches, and skill in correcting their errors, that only those inspired by nature can be expected to enjoy. He conversed freely about watches in general, and was very severe in his denunciations of regular watchmakers in particular. When my owner handed me to him, and

told the whole story of my bad behaviour, the natural genius looked at me patronizingly, poked my wheels with the point of a piece of wire, quite regardless as to whether he was scratching them or not, then became absorbed in deep meditation for a few minutes. At last he pronounced that my gears (as he called them) did not run deep enough into each other, and that they had too much back lash.

My owner was astonished to hear of such a radical defect in my construction, and appeared a little incredulous at first, for he naturally wondered why the regular watchmakers had not discovered this defect before; but the natural watchmaker clinched his argument by giving him the piece of wire and the eye glass to try for himself; and sure enough there was a play or shake between the teeth of my wheels and the leaves of my pinions, and the born watchmaker convinced him that this shake prevented the wheels from acting constantly on each other. When the watch was being carried about, and especially if he was wearing it while riding on horseback, or in a railroad car, the play in the gears was sure to allow the wheels to move backward and forward, and consequently they could not move regularly, and when the wheels did not run regularly how could the watch be expected to run regularly? My owner soon saw the point of this sensible argument, and when he made the discovery he became perfectly frantic with joy, and nearly made himself as conspicuous in the neighborhood as that ancient philosopher did, who, regardless of ordinary toilet arrangements, ran through the streets of his town shouting "Eureka!"

Of course it was immediately decided that my wheels were to be made to run deeper into each other; the natural watchmaker was empowered to do the work, and in a few days the vandalism was completed. My destroyer first proposed to hammer my wheels and stretch them enough to prevent shake in the teeth, but finally abandoned that idea and bushed up the pivot holes and run the wheels in anew. My frames were fearfully abused in this operation; not one of my pivot holes was straight or properly fitted, and not one of my wheels was up right, but the wheels all worked as deep into the pinions as they could possibly be made to run, and my owner superintended the alteration in person. After this alteration was completed another one was found to be necessary. My mainspring was too weak, and a stronger one had to be put in, which was so thick that the mainspring box could not hold the usual number of turns and give the necessary freedom for the spring to work. The accurate adjustment of the fusee was entirely destroyed, but this defect was never thought to be of any consequence. At last I was put together, but it was awful hard work for me to keep moving, and were it not for the wide pivot holes I never would have been able to run at all. The points of the teeth of my wheels butted against the backs of the leaves of my pinions; the bent third wheel pivot, which in reality was the original cause of my stopping, was never observed, and was bent still; but the wide pivot holes accommodated in a certain degree, all these defects. I managed to keep moving, and went regular enough to please my owner, who was now settled in one place, and compared me with one clock all the time. Although I was not going one-half as regular as before, he firmly believed that my construction had been greatly improved, and that another laurel had been added to the many already won by this natural watchmaker.

I have already related how I fell into the hands of a "natur-



"He regulated me at every town."



THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWELLED, SIX SIZE, NICKEL MOVEMENT, KNOWN AS
No. 149.**

THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWELLED, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,
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Will Next Month place upon the market a Movement

PARTICULARLY ADAPTED TO THE CANADIAN TRADE.

al watchmaker, and how he altered all my meshes, and ran them so deep that there was no shake between the teeth of the wheels and the leaves of the pinions, and I have also told that afterward a much stronger mainspring was necessary to make me run in this new condition, and how the strong mainspring broke my chain so often, which caused so much trouble and brought me into deeper disgrace. Now my depths, before this alteration, were as good as could be made. After twenty-five years of constant use they showed no signs of wear whatever, which was about as good proof as could be had that my pinions were well sized, the leaves well shaped, and also that the teeth of the wheels were of the proper form and acted at a suitable depth on the leaves of the pinions. Of course there was a little shake between them, which was both proper and necessary; but at one time this natural genius who repaired me had something to do with some special kind of mechanism where play in the teeth of the wheels was undesirable for the purposes the mechanism was used for, and he thought that the "back lash" in the teeth of my wheels was a serious error, and that I had been made by workmen that did not know any better, and convinced my owner that this was the cause of all the irregularities that he complained of.



"He brought out a copy of a jeweler and watchmaker's paper."

My owner still thought that my construction had been greatly improved by this natural watchmaker, but he was dissatisfied with me on account of my chain breaking so often and the natural watchmaker, to get rid of this difficulty, proposed to do away with my fusee and substitute a going barrel in its place. He said that the fusee watches were played out now, anyway; and, after complimenting my fine strong works, he said that all that was now necessary to make me a reliable watch was to put in a going barrel, and he brought out a copy of a jeweler and watchmaker's paper, which had something in it that supported his opinion. My owner consented to this proposal of taking out my fusee, and I was left to have the alterations made; but fortunately the genius was busy with other work and could not find time to do it while my owner remained in the place, and he concluded to give me another trial as I was.

On a certain occasion my owner was sojourning in a town in Northern Ohio, that bears the name of the author of the Declaration of Independence, where he was introduced to a watchmaker who had the reputation of being a very intelligent gentleman, as well as a skillful mechanic, which, in reality he was. I was shown to him, and my owner related all the trouble he had to get me to run regular. "Oh," said he, "I see what is the matter; the pivot holes all require to be inched." And he easily persuaded my owner to have this done, telling him of what lasting benefit it would be to me. Now, this man had recently purchased a new Universal lathe, which at that time, was his special hobby, and every watch that was brought to him had either to have the pivot holes inched or some other work done to it that required the use of the



"My owner went away well pleased with himself and everybody else."

new lathe. Even if only a glass was to be fitted the bezel had to be put in the universal lathe and the groove undercut. I got my pivot holes inched, and, although I was not in any way damaged, the real cause of my irregularities was never looked into, and, practically, I was no better than before. My owner, however, had received a vast amount of information on every conceivable subject on which he chose to "start a sliver," and went away well pleased with himself and everybody else, and with the assurance that he was possessed of an excellent watch which was now in perfect order.

One day my owner was in New York city, and he took me to a place where they advised a new chain to be put in, and as large and as thick a one as my fusee would admit of was selected and put on, and after this I continued to run for quite a long time without it breaking; but my running gave my owner no better satisfaction, for the clocks in the different towns which he visited still continued to show different time from each other, and if by accident my hands agreed with one clock it was sure to vary with the next, and I got the blame of running irregular, and was regulated accordingly. During his travels my owner met with a watchmaker who said that I was not adjusted to positions; that if I was only adjusted to positions I could not help but run regular forever after. Now this was exactly what my owner wanted, so I was adjusted to positions. The plan of obtaining this adjustment was one that is followed by some watchmakers in London, and it consisted of turning away a part of my balance staff pivot at the ends nearest to the shoulder, so that there would be a less amount of the surface of my pivots bearing upon the jewels. I do not know whether this alteration would have had the anticipated effect or not, for the very same day that my owner got me back he was jumping off his wagon and the sudden shake, which never before used to do me any harm, broke both of my altered balance staff pivots; and my beautiful balance staff, so artistically made in every particular, was replaced by another watchmaker with a piece of round steel with pivots that looked like long centres on each end of it. In this condition I continued to run, but much worse than I ever did before; and at length my owner came to the town where the "natural watchmaker" resided, and I was again submitted to his tender mercies. He had made a new discovery since my owner was there before, which he was now practicing with great success. With reference to my fusee he admitted that so long as my chain was not breaking, the fusee did no harm, but he said that my "crack-erism" was in bad condition; that I would have to be "eyecockerized," and then everything would be right. To make a long story short, my beautiful, hardened and tempered balance spring, that had its curves formed with the greatest possible amount of skill, so as to cause the long and short vibrations of the balance to be made in the same length of time, was bent and twisted about by this wretch most foully.



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Pateck Phillippe & Co. Cases.**

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and I was handed back to my owner with my balance spring completely ruined, and he cheerfully paid a large price for the supposed improvement.

In a month or so after this I stopped one day, and my next experience was with a watchmaker who said that my pivot holes were all too wide, and that I needed a new balance staff, which was all true enough ; but as regarded my pivot holes, he did not take the state of the depths into consideration, and although the pivot holes had been undesignedly left so wide by the "natural watchmaker," they helped me very much to run when my depths were so deep. It was very difficult to persuade my owner that these faults were in me, for he had the greatest amount of confidence in the workmanship of the "natural watchmaker" who had made some of the alterations. But after he had been shown the wide condition of the pivot holes, he finally empowered the watchmaker to make whatever alteration he considered to be necessary to make me run well.



He immediately bought me.

Now, this watchmaker put a very good new balance staff in me, and he also brushed the pivot holes, and the workmanship was very good. The pivot holes were all nicely polished, and my bent third wheel, which had been in that condition ever since I had been cleaned preparatory to being compensated for heat and cold, was made straight. The pivot holes were very accurately fitted to the pivots, which were nicely polished, and particular attention was paid to making good countersinks to hold the oil. However,

when I was set running again, the tightness of my pivot holes neutralized all the good effects of the fine workmanship, and I stopped running easier than ever I did before. My owner was again disappointed, and became thoroughly disgusted. I had cost him a large sum of money in the first instance, and he had paid nearly as much more to watchmakers for cleaning and repairing, and now having lost all hope that I could ever be made to run well he sold me to a peddler for a mere trifle. This peddler sold me to a second-hand dealer in New York city, and I, who used to be so much praised for my good running, and considered so reliable and trustworthy previous to being bought by my late owner, was now, from no fault of my own, completely discarded and laid aside as worthless.

After I had been in the second-hand store for a number of months, an old Englishman called one day to buy some second-hand watches. He took me up and looked at me ; took me out of my case, took off my hands and dial, when he saw some private marks on my frame which showed that I was a watch that he had a hand in making when he was a young man. He immediately bought me, took me home, and at his leisure hours restored me as near to my original condition as it was possible to do, and now I can run again without the least effort on my part, and as well as the majority of the best of watches. My troubles are nearly over now, but there is one dread still haunts me that I was unconscious of in my early life, and that dread is watchmakers. I am about as much afraid of falling into the hands of those workmen that are possessed of only a

little knowledge, which is often so dangerous, as I am of these "born watchmakers" who have been especially endowed by nature. A watch is always improved by passing through the hands of a careful and thorough workman. He often detects little faults which, although they may have no immediate influence on the running of the watch, his critically educated eye cannot allow to pass, and they are corrected, the customer being simply charged for ordinary cleaning ; but a man who is full of whims concerning pivots and bushes, pitchings, escapements, &c., which have no foundation in natural philosophy, is the most dangerous of persons to repair a watch. If the watch wearing public could only be made to understand that their watches are made much worse for passing through the hands of careless and ignorant workmen, although they may by chance run well for a time after, than they are from the ordinary wear of a lifetime, I will not consider this narrative of my life and sufferings has been written in vain.—*Jewelers' Weekly.*

THE OLDEST WATCH IN THE WORLD.

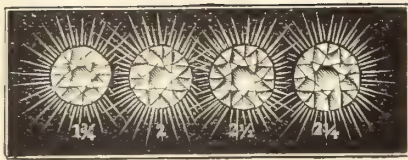
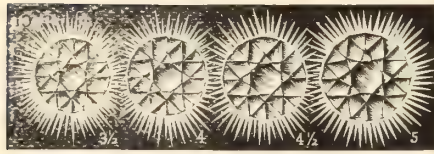


MARFELS, of Frankfort, Germany, has been making a collection of antique watches for many years, until now it surpasses anything of the kind in any museum in the world. Yielding to the solicitations of his friends, he sent it to the Paris Exposition, where it is always surrounded by a group of interested specialists, studying the quaint relics of a bygone age.

Among them is unquestionably the oldest watch in existence—older even than the Nuremberg eggs. From its construction and the way in which it corresponds with the description of the invention of watches, experts all agree that it must be one of the very first made, and it gives one a very peculiar sensation to see the father of all watches, and of this great industry and science of horology so important in these days.

Absolutely the first mention of the watch is found in a work published in 1511, called *Cosmographia Pomponii Melæ*. It is all in Latin, and the notice is to the effect that "wonders will never cease." Here comes a young locksmith of Nuremberg, named Peter Henlein, who takes a little small piece of iron and makes a clock out of it that will run forty hours. It has no winding weights, but a great quantity of wheels and is small enough to be worn in one's belt or purse, and the position in which it is carried makes no difference.

Until recently the Gruber watch (1510), in the National Museum, at Nuremberg, has been considered the oldest in existence ; but that runs only twelve hours, while the Marfels' runs forty, thus agreeing with the description of Henlein's watches. Another point is that it does not record the quarters, like the Gruber and Nuremberg watches, but only the hours. As one examines it he can see that it is so clumsily made that it impresses itself upon him as undoubtedly one of the very first attempts, and the traces of the locksmith's tools are plainly to be seen. It is also much larger than the Gruber watch, and has no mechanism for striking the hour. After considering these points, it is impossible to doubt but that this is one of the first portable time pieces ever made, and if not made by Henlein

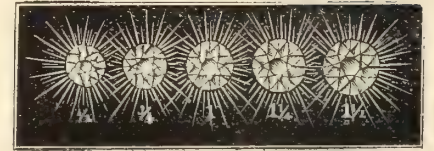


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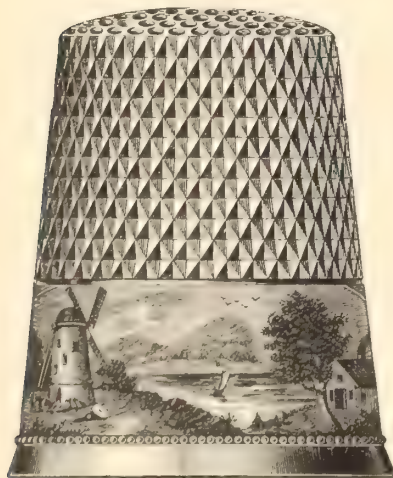


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it was at least made several years before the Gruber watch, which bears the date of 1511.

The accompanying engraving shows the cylindrical shape of the watch. (Mr. Friedrich, Superintendent of the National Museum, at Nuremberg, has always expressed it as his opinion that the round watches, called Nuremberg eggs, are by no means the oldest style.) It is six centimeters in diameter and two in thickness. The dial is divided into twelve hours. Above each figure there is a small knot; the one over the XII. being pointed, to aid in telling the time in the night. All the works are of iron, and seem such as a locksmith would make with the tools at his command.



The train has no barrel, its place being taken by four iron pins set in a circle in the plate, between which the spring is wound, the end being fastened to one of the plate pillars. The spring looks as if it might have been taken out of a door-lock, it is so heavy and awkwardly finished. There is no fuzee. The contrivance shown in Fig. 2 is meant to regulate the action of the clumsy spring. It is an eccentric mounted on the barrel wheel arbor, against which presses a small roller set in the end of a curved spring. When the watch is wound the eccentric is turned from left to right in such a way that when fully wound the spring is pressed back as far as possible, and thus exerts its greatest pressure upon the eccentric when the

main spring is wound taut. Then as the main spring unwinds, this pressure, although constantly diminishing in strength as the eccentric turns, still has sufficient power to control and moderate the excessive strain of the roughly made main spring. When at last the spring is nearly unwound, the pressure of the regulating spring is no longer felt at all. This mechanism, although rough is quite ingenious, and is beyond a doubt the work of a locksmith. The balance is missing, but a hole in the plate shows that it must have been very small. It was regulated by means of a movable lever. The bronze case and the dial were originally smooth finished, the engraving being the work of a later period. The number of teeth and wheels are: Centre wheel, forty-five teeth; main wheel, twenty-four; barrel wheel, sixty-three; third wheel, forty teeth, and fourth wheel, thirty five. Pinions are all 7 and 5 leaved. The watch once wound would run forty hours, with 22,680 vibrations an hour.—*Exchange.*

HOW TO USE A WATCH.

Having obtained a serviceable article, says a watchmaker, you should, in order to produce satisfactory results, follow these rules: Wind up your watch every day at the same hour. Avoid putting it on a marble slab, or near anything excessively cold. The sudden transmission from heat to cold contracting the metal may sometimes cause the mainspring to break. Indeed, the cold coagulates the oil, and the wheels and pivots working less freely, affect the regularity of the timekeeper. In laying aside your watch be sure that it rests on its case. By suspending it free, the action of the balance may cause oscillation, which may considerably interfere with its going. If you would keep your watch clean, you must be quite sure that the case fits firmly, and never put it in any pocket but one made of leather. These pockets, which are lined with cloth, cotton, or calico, give by the constant friction a certain quantity of fluff, which enters most watches, even those the cases of which shut firmly. A skillful watchmaker one day thus reasoned with a customer: "You complained," said he, "that your watch gains a minute a month. Well, then, you will congratulate yourself when you hear me. You are aware that in your watch the balance, which is the regulator, makes five oscillations every second, which is 432,000 a day; so that your watch, exposed to all the vicissitudes which heat and cold occasion it, the varying weight of the air, and the shaking to which it is subjected, has not varied more than a minute in a month, or two seconds in a day. It has only acquired with each vibration of the balance a variation of the 216,000th part of a second. Judge, then, what must be the extreme perfection of the mechanism of this watch."

ARTIFICIAL DIAMONDS.—The following formula for preparing paste comes to us highly recommended: Take pure silica, one hundred parts, red oxide of lead, one hundred and fifty parts, potash, calcined, thirty parts, borax, calcined, ten parts, anhydrous acid, one part. This, it is claimed, will produce a paste of great brilliancy and refractive and dispersive powers, also a specific gravity similar to that of the diamond. It fuses at a moderate heat, and acquires the greatest brilliancy when remelted and kept for two or three days in a fused state in order to expel the super-abundant alkali and perfect the refining process. This paste is used not only to produce fictitious diamonds, but other imitation gems of which this paste forms the base.



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any Catalogue, and guarantee prices as low as any.

Many thanks for past favors.

Yours truly,

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LANGUAGE THAT NEEDS A REST.



OWARDS the middle of the night I was awakened by a disturbance in the library. It did not seem to be the noise of burglars. It was more like the murmuring sound of many tongues engaged in a spirited debate. I listened closely and concluded it must be some sort of a discussion being held by the words in my big unabridged dictionary. Creeping softly to the door, I stood and listened. "I don't care," said the little word Of: "I may not be very big, but that is no reason why everybody should take advantage of me. I am the most mercilessly overworked word in the whole

dictionary and there is no earthly reason for it, either. People say they 'consider of' and 'approve of' and 'accept of' and 'admit of' and all sorts of things. Then they say 'all of us,' and 'both of them,' and 'first of all' and tell about 'looking out of' the window, or cutting a piece of bread 'off of' the loaf, until I am thoroughly tired out."

"Pshaw!" said the word Up. "I am not much bigger than you and I do twice as much work, and a good deal of it needlessly, too. People 'wake up' in the morning and 'get up' and 'shake up' their beds, and 'dress up' and 'wash up' and 'draw up' to the table, and 'eat up' and 'drink up' their breakfast. Then they 'jump up' from the table and 'hurry up' to 'go up' to the corner, where the street-car driver 'pulls up' his horses and the passengers 'ascend up' the steps and 'go up' into the front seats and the conductor 'takes up' the tickets. All this is done even before people 'get up' town and 'take up' their day's work. From that time until they 'put up' their books and 'shut up' their offices, I do more work than any two words in this book; and even after business hours I am worked until people 'lock up' their houses and 'go up' to bed and 'cover themselves up' and 'shut up' their eyes for the night. It would take a week to tell what I have to 'put up' with in a day, and I am a good deal 'worked up' over it.

"I agree that both Up and Of are very much over-worked," said the word Stated, "but I think I myself deserve a little sympathy. I am doing not only my own legitimate work, but also that which ought to be done by my friend Said. Nobody 'says' anything now-a-days; he always 'states' it.

"Yes" chipped in the funny little word Pun, "these are very 'stately' times."

Some of the words laughed at this, but Humor said: "Pun is a simpleton."

"No" answered Wit; he is a fellow of duplicities.

"He makes me tired," said Slang.

Then the discussion was resumed.

"I do a great deal of needless work," said the word But. "People say they have no doubt 'but that' it will rain, and that they shouldn't wonder 'but what' it would snow, until I don't know 'but I shall strike.'"

"What I have most to complain about," said the word As, "is that I am forced to associate so much with the word

Equally. Only yesterday a man said he could 'see equally as well as' another man. I don't see what business Equally had in that sentence."

"Well," retorted Equally, "men every day say that some thing is 'equally as good' as something else, and I don't see what business As has in that sentence."

"I think," said Propriety, "you two should be divorced by mutual consent."

There was a fluttering sound and a clamor of voices.

"We, too, ought to be granted divorce," was the substance of what they said, and among the voices I recognized the following named couples: Cover Over, Enter In, From Thence, Go Fetch, Have Got, Latter End, Continue On, Converse Together, New Beginner, Return Back, Rise Up, Sink Down, They Both, Try And, More Perfect, Seldom Ever, Almost Never, Feel Badly, United Together, Two First, An One, Over Again, Repeat Again, and many others.

When quietude had been restored, the word Rest said: "You words all talk of being overworked, as if that were the worst thing that could happen to a fellow, but I tell you it is much worse to be cut out of your own work. Now look at me. Here I am ready and willing to perform my part in the speech of the day, but almost everybody passes by me and employs my awkward friend Balance. It is the commonest thing in the world to hear people say they will pay the 'balance' of a debt or will sleep the 'balance' of the night.

"I suffer considerably from this same kind of neglect," said the word Deem. "Nobody ever 'deems' a thing beautiful any more; it is always 'considered' beautiful, when in fact it is not considered at all."

"True," said Irritate, "and people talk of being 'aggravated' when they ought instead to give me work."

"And me," said Purpose, "look at me. I get hardly anything to do because people are always 'proposing' to do this or that when no idea of a proposition is involved. Why, I remember the other day of a man who had 'proposed' to murder another when really he had never said a word about it to a living being. Of course he only 'purposed' to commit the murder."

"It is my turn," said the word Among; "I should like to protest against Mr. Between doing my work. The idea of people saying a man divided an orange 'between' his three children! It humiliates me."

"It is no worse" said the word Fewer, "than to have people say there were 'less' men in one army than in another."

"No," added More Than, "and no worse than to have them say there were 'over' 100,000 men."

"It seems to me" said the word Likely, "that nobody has more reason for complaint than I have. My friend Liable is doing nearly all my work. They say a man is 'liable' to be sick, or 'liable' to be out of town, when the question of liability does not enter into the matter at all."

"You're no worse off than I am," said the little word So; "that fellow Such is doing all my work. People say there never was 'such' a glorious country as this, when, of course, they mean there never was 'so' glorious a country elsewhere."

I saw that there was likely to be no end to this discussion, since half the words in the dictionary were making efforts to put in their complaints, so I returned to my couch; and I will leave it to any person who has read this account to say whether I had not already heard enough to make me or anybody else sleepy. — *Washington Post*.



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2. Watch Cases. Solid Patent Gold Filled Stuffed. Warranted exactly 25 years, 14 2-10 fine "in a horn."
3. Watch Cases. Predetermined Filled Watch Cases, warranted to wear a "life-time." U S. Assay value, \$1.51 in gold.
4. Watch Cases. Blacking Box Style. "Patent applied for" Silver Cases.
5. Watch Cases. "Dust Proof," 3-4 Nickel, so-called, (for charity's sake) Silver Cases.
6. Watch Cases. Screw Bezzel, Dust Proof, fruit jar style, "warranted."
7. Watch Cases. Pure Green Nitric Acid, Predetermined Gold Cases.
8. Watch Cases. Made for "Grangers," "Montauk Indians," and Bunko men.
9. Watch Cases. The Deacon's Own, "8 Karat, stamped 18 K."
10. Watch Cases. The Celebrated Trust Filled Case, "warranted to wear as long" as that made by the man whose case will wear from 12 till noon.
11. Watch Cases. Stuffed Centre, "double stock" Watch Cases.
12. Watch Cases. Where the springs are weighed and the gold thrown in.
13. Watch Cases. Last but not least, Filled Cases, with tin pie-plate ornamentation.

As we have before stated, and as they themselves advertised, Trust Manufacturers have impoverished (?) themselves for the retail watch dealer, and have used the Trust Jobber as a mouth-piece to blow their celebrated "works of arts," listed above, onto the retail dealer with "all channels open,"

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Dueber makes the same Watch Cases as ever, the same intrinsic value, the same superior workmanship, and

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The Dueber Silverine 3 oz. O. F. Bassine. Key and Stem Wind reduced to 95c. each. A perfect fac-simile of the celebrated Dueber Coin Silver Watch Case. Color, finish and durability superior to all others. Send for samples and New Dueber-Hampden Price List.

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WATCH COMPANY

THE NECKLACE.



At the end of a week they had lost all hope.

And Loisel, who had aged five years, declared, "We must consider how to replace that ornament."

Then they went from jeweler to jeweler, searching for a necklace like the other, consulting their memories, sick both of them with chagrin and with anguish.

They found in a shop at the Palais Royal, a string of diamonds which seemed to them exactly like the one they looked for. It was worth forty thousand francs. They could have it for thirty-six.

Loisel possessed eighteen thousand francs which his father had left him. He would borrow the rest.

He did borrow, asking a thousand francs of one, five hundred of another, five louis here, three louis there. He gave notes, took up ruinous obligations, dealt with usurers, and all the race of money lenders. He compromised all the rest of his life, risked his signature, without even knowing if he could meet it; and frightened by the pains yet to come, by the black misery which was about to fall upon him, by the prospect of all the physical privations and of all the moral tortures which he was to suffer, he went to get the new necklace, putting down upon the merchant's counter thirty-six thousand francs.

When Mme. Loisel took back the necklace, Mme. Forestier said to her, with a chilly manner:

"You should have returned it sooner, I might have needed it." Mme. Loisel now knew the horrible existence of the needy. She took her part, moreover, all on a sudden, with heroism.

That dreadful debt must be paid. She would pay it. They dismissed their servant; they changed their lodgings; they rented a garret under the roof.

She came to know what heavy housework meant, and the odious care of the kitchen. She washed the dishes, using her rosy nails on the greasy pots and pans. She washed the dirty linen, the shirts, and the dish-cloths, which she dried upon a line; she carried the slops down to the street every morning, and carried up the water stopping for breath at every landing. And, dressed like a woman of the people, she went to the fruiterer, the grocer, the butcher, her basket on her arm, bargaining, insulted, defending her miserable money, sou by sou.

Each month they had to meet some notes, renew others, obtain more time.

Her husband worked in the evening making a fair copy of some tradesmen's accounts, and late at night he often copied manuscript for five sous a page.

And this life lasted ten years.

At the end of ten years they had paid everything, everything, with the rates of usury, and the accumulations of the compound interest.

Mme. Loisel looked old now. She had become the woman

of impoverished households—strong and hard and rough. With frowsy hair, skirts askew, and red hands, she talked loud while washing the floor with great swishes of water. But, sometimes, when her husband was at the office, she sat down near the window, and she thought of that gay evening of long ago, of that ball where she had been so beautiful and so fêted.

What would have happened if she had not lost that necklace? Who knows? who knows? How life is strange and changeable! How little a thing is needed for us to be lost or to be saved.

But, one Sunday, having gone to take a walk in the Champs Elysees to refresh herself from the labors of the week, she suddenly perceived a woman leading a child. It was Mme. Forestier, still young, still beautiful, still charming.

Mme. Loisel felt moved. Was she going to speak to her? Yes, certainly. And now that she had paid, she was going to tell her all about it. Why not?

She went up.

"Good day, Jeanne."

The other, astonished to be familiarly addressed by this plain good wife, did not recognize her at all, and stammered:

"But—madame!—I do not know—you must have mistaken."

"No. I am Mathilde Loisel."

Her friend uttered a cry.

"Oh, my poor Mathilde! How you are changed!"

"Yes, I have had days hard enough, since I have seen you, days wretched enough—and that because of you."

"Of me! How so?"

"Do you remember that diamond necklace which you lent me to wear at the ministerial ball?"

"Yes. Well?"

"Well, I lost it."

"What do you mean? You brought it back."

"I brought you back another just like it. And for this we have been ten years paying. You can understand it was not easy for us, us who had nothing. At last it is ended, and I am very glad."

Mme. Forestier had stopped.

"You say that you bought a necklace of diamonds to replace mine?"

"Yes. You never noticed it then! They were very like."

And she smiled with a joy which was proud and naive at once.

Mme. Forestier, strongly moved, took her two hands.

"Oh, my poor Mathilde! Why, my necklace was paste. It was worth at most five hundred francs!" — *Guy de Maupassant, in the Odd Number.*

It may interest those who have noted the differences in the pronunciation of the name of Millet, the author of "The Angelus," to learn that the punter's widow pronounces her name as if it were Mee yay.

The southernmost house in England is occupied by the distinguished Cornish water-color artist, Mr. Thos. Hart. His studio, to which connoisseurs and picture fanciers are wont to make pilgrimages, is situated under the shadow of the Lizard lighthouse, and the southernmost fixture of the work of human hands on the coast line of Old England is Mr. Hart's boathouse, at the foot of his delightful garden and grounds.



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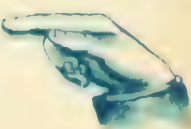
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POINTS ABOUT PEARLS.



HE pearl was used medicinally among the ancients, as it was supposed to possess wonderful curative properties in certain diseases.

The pearl which is in the collection of jewels that form the crown of England, is one of great purity and beauty; it was found in the Conway, a river of Wales.

Pearls were among the earliest substances used in the way of ornaments; indeed, as far back as we can trace their history, they have been among the most popular ornaments.

The pearl was dedicated to Venus—sacred to love and beauty among the worshippers of gods and goddesses. The ancients poetically ascribed its origin to a drop of dew falling at morning or evening into the opened shell.

Indian mythology speaks often of the pearl, and says that Vishnu, the Indian god, discovered it when he was searching the ocean for the sacred books of the deluge, and carried it, with other rare and beautiful things, to his beloved daughter, that she might make herself lovely as the dawn.

The most celebrated pearl of modern times is said to be the one described by Tavernier. It was found by an old Arab in the sand of the seashore, and sold to the King of Persia. The pearl known in history as the Peregrina, bought by Philip II., King of Spain, was in the form of a pear and of the size of a pigeon's egg.

Not only in sacred literature is the pearl an emblem of purity and of things excellent, but we also find the pearl as a figure in many standard authors among the Arabs. Eloquence was represented by the pearl. Pearls were sacred to their deities among many nations. Greeks, Romans, Persians, Babylonians and Egyptians considered the pearl a sacred jewel.

The passion of the Romans for pearls, like all the passions of this people, was carried to great extravagance. The pearl which Cæsar presented to Servilia, the sister of Cato of Utica, was of fabulous price and beauty. The wife of Caligula wore a set of ornaments composed of pearls and emeralds, and Caligula himself ornamented his buskins and strewed the furniture of his rooms with costly pearls.

Probably no pearl-fisheries will ever rival the fisheries of Ceylon and the Persian gulf, but very beautiful pearls are now found in many other waters—not only in the far Eastern world, but in our own continent. The pearls that are now found in British Columbia and California are considered very beautiful, possessing, *connoisseurs* say, all the requisites of a perfect pearl. Pearls are also found in many countries in Europe, but are not considered by authorities in such matters as fine as ours.

Another still more famous pearl was one brought from the Indies and presented to Philip IV., of Spain. This King was passionately fond of pearls, and often applied the words "my pearl" to whatever he thought very rare and beautiful. Thus it is that one of Raphael's exquisite Madonnas is now known

in art as "The Pearl." After the death of the unfortunate Charles I., of England, the pictures which he had collected with so much care and judgment were scattered and sold. Among them was the famous Madonna. At the first sight of the picture Philip is said to have exclaimed: "This is my pearl!" Napoleon possessed a beautiful pearl which he purchased in Berlin.—*Grand Rapids Eagle*.

THE ART OF PROSPERITY.

Tell me not that advertising
Is at best an empty dream,
For its charms are more surprising
(And everybody who has tried it wisely and well will acknowledge that its effects are far more astonishing)
Than its dull old-fashioned practitioners could ever deem.

And whichever way thou turnest
Thou wilt find, upon the whole,
Those who advertise in earnest
(Yes, we have only to glance at our wealthy commercial firms, and we shall admit that those who do the thing properly)
Soonest reach the wished-for goal.

Wouldst thou, then, a lesson borrow?
Wouldst thou know the royal way?
Advertise, then, so to-morrow
(Don't let a little expense deter you; you are merely casting your bread upon the waters, and you will soon have the satisfaction of knowing that each to-morrow)
Finds thee richer than to-day.

Advertise, then! No retreating!
Let the senseless croakers rave;
While your heart with hope is beating
(You will always find a lot of people in every community who are blind to their interests; but while you are making fame and fortune)
They will find oblivion's grave.

Printer's ink will lead the battle;
Printer's ink, the balm of life;
Printer's ink, no din, no rattle
(No, it does its work quietly, and in the great war of competition, when judiciously and thickly laid on, it always)
Leads the van against the strife.

Advertisers oft remind us
We can make success sublime,
Make our pile and leave behind us
(Exactly; that's just where it comes in. We not only feather our own nest, but we provide for the prosperity and well-being of generations yet unborn, and so leave behind us)
What defies the touch of time.

Seeing which, perchance another
Struggling man with weary brain—
Some non-advertising brother
(A good example is always to be commended, especially in the matter of advertising, and many a struggling business man, seeing the secret of another's success)
May with wisdom try again.

Advertise, then! Up and doing!
So avert a meaner fate!
And the wiser course pursuing
(You will find that you will soon be in a position to look the world in the face if you will only)
Learn to advertise and wait!



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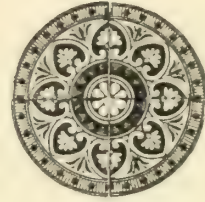
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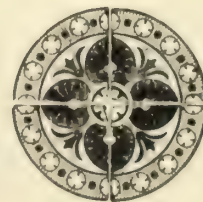
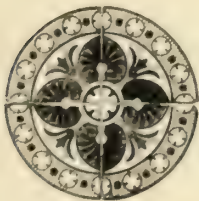
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MONEY-SAVERS,

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PROSPERITY.

Their Neat Appearance and
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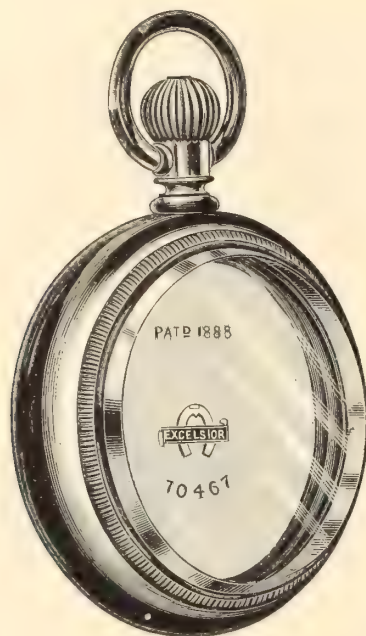


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Selling Agents for Canada.



THE BEST IS THE CHEAPEST.



Above is a cut of the "EXCELSIOR" Patent Dust-Proof Case, made in Coin Silver only.

Any Jeweler examining this case will readily see its many advantages over the regular Screw Cases now in the market.

A few of the good points which we claim above all others are :

- 1.—Its simplicity of adjustment. The bezel can be put on or taken off in an instant, and it is impossible to put it on wrong.
- 2.—There is no screw to overrun. All Watchmakers know what trouble is caused by screw bezels being started wrong and crossing the thread, which renders the case almost useless.
- 3.—The back of this case is solid, the bayonet joints being screwed in securely, thus making the case harder, it being unnecessary to soften it by putting it through the fire to solder screw in, as is done in most cases.
- 4.—Can be used for either lever or pendant set movements.
- 5.—There is a wide flange, which prevents any dust from getting in the case.
- 6.—It is a good honest case, made of coin silver throughout, with the exception of movement ring.
- 7.—The bezel is sufficiently wide to enable one to grip it with sufficient force to screw it on tightly.

Each Case bears this Trade Mark
the Sole



and is fully Guaranteed by
Manufacturers.

THE AMERICAN WATCH CASE CO. OF TORONTO.

Ask your Jobber for the Excelsior Case. You will find it the best selling case in the market.

P. S.—Cuts of this case for advertising will be furnished to the Trade free of charge.

and had almost a monopoly of the engine building trade. Customers were so hard to find that all kinds of artificial encouragements were considered necessary to induce power users to buy steam engines. As a method of encouraging business, Watt offered to sell engines reckoning 33,000 foot-pounds to a horse power, or one-half more than the actual. And thus, what was intended as a temporary expedient to promote business, has been the means of giving a false unit of a very important measure to the world.

MYSTIC JEWELS.

In 1400, an Italian writer set forth the virtues of the various gems, indicating the month in which it was proper to wear particular stones. The idea took, and for some time it was the fashion in several Italian cities to have the precious stone of the ring determined by the month in which the bride was born. If in January, the stone was a garnet, believed to have the power of winning the wearer friends. If in February, her ring was an amethyst, which protected her from poison and from slanderous tongues. The bloodstone was for March, making her wise, and enabling her with patience to bear domestic cares. The diamond for April, keeping her heart innocent and pure so long as she wore the gem. An emerald for May made her a happy wife, while an agate for June gave her health and protection from fairies and ghosts. If born in July, the stone was a ruby, which tended to keep her free from jealousy of her husband, while in August the sardonyx made her happy in the maternal relation. In September a sapphire was the proper stone, it preventing quarrels between the wedded pair. In October, a carbuncle was chosen to promote her love of home. The November-born bride wore a topaz, it having the gift of making her truthful and obedient to her husband, while in December the turquoise insured her faithfulness. Among the German country folk the last-named stone is to the present day used as a setting for the betrothal ring, and, so long as it retains its color, is believed to indicate the constancy of the wearer.

A UNIQUE COMPARISON.

A facetious watchmaker: "A watch is like the human body. It is just as sensitive as the most delicate child and needs more care and protection than it ever receives.

"It is affected by climatic influences, and its vitals are just as liable to derangement as those of our bodies. Its heart beats govern its action and its hands and face tell its condition at all times.

"If I were to classify the diseases of watches I should say that the one where the works are clogged with dirt and the oil has become stiff is analogous to our biliousness. This is the most common complaint watch doctors find, and unless the owner of the watch makes it a rule to submit it to a reputable repairer he will probably be victimized, just as human patients are when they consult quack doctors."—*Jewelers' Weekly*.

The average life of an ocean cable is twelve years. This is a brief existence, but the cable probably ages fast on account of being overflooded with waves of trouble.

WRITING ROMAN NUMERALS.

Everybody who has been to school knows the Roman numerals, and they are always used on clocks and watches. What everybody don't know, however, is that the representations of the fourth figure on the dial of a timepiece are never made as they should be, according to the arithmetics, for instead of being IV. it is invariably written IIII. Just why this is done has never been reasonably explained. Some watchmakers say it is to avoid mixing up IV. with V. and VI., and that is really the only reason I ever heard. But nobody seems to know, without looking at a timepiece, how it is written, and I have never yet met any one who did not, when asked, write it IV. instead of IIII., and I never yet saw a timepiece on the dial of which 4 o'clock was written IV.—*New York Graphic*.

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

REMOVAL.—J. H. Vanstone has removed his jewelry business from Listowel to London Ont.

W. A. FLACK has opened out a jewelry business on his own account in Wroxeter, Ont. We wish him success.

C. C. CAMPBELL has opened out in the jewelry business in Port Colborne, Ont., and should make a success of the venture.

MR. MCKEE, jeweler of Deloraine, Man., whose serious illness was referred to in our last issue, is reported to be out of danger and expects to be in his store again very soon.

LEFT THEIR EMPLOY.—We are requested to state that Wesley Cathcart, formerly in the employ of L. Black & Co. of Detroit, as traveller in Ontario, has severed his connection with that firm.

GEORGE C. HUNT, formerly of Port Perry, Ont., has moved to Donald, B. C., where he has opened out as a watchmaker and jeweler on his own account, with good prospects of doing a paying business.

ELECTRIC LIGHTS.—Ryrie Bros. and Benj. Chapman, the well-known retail jewelers of Yonge Street, Toronto, have recently had the Edison incandescent electric light introduced into their stores. The effect is very good and shows off their handsome goods to great advantage.

HARDLY.—The *New York Jewelers' Catalogue* says, "Now that Brazil has become a republic, it is time for Canada to follow suit." No thank you, *Brother Catalogue*, we are very happy as we are, and propose to remain so until we have some better reason than any that has been yet advanced for making a change.

A BOLD ROBBERY.—Thomas Fain was sentenced to fourteen days for stealing a gold ring from William Davis, the well-known retail jeweler of London, Ont. The evidence showed that the theft was a very bold one. The prisoner walked into the store and asked to see the rings. He was shown them, and taking up one, walked out with it.

BURNED TO DEATH.—Ben. F. Johnson, the jeweler who lost his life by falling from the fourth storey of the Finney House, Detroit, during the fire which occurred there on the 9th December, was for four years a resident watchmaker of St. Thomas, Ont., and only went to Detroit last spring. He was 27 years of age, and his parents reside in Owen Sound.

PRIZE ESSAY.—We direct the attention of our readers to the essay of Mr. C. E. Billings, watchmaker of London, Ont., which was awarded the second prize in the competition originated by the *American Jeweler* of Chicago. It will repay a careful perusal, and we trust the trade will not overlook it on account of the superabundance of matter in this issue.

MUSICAL.—Miss Adele Strauss, a sister-in-law of Mr. Edmund



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WALTHAM

ONE SIZE WATCHES

HUNTING AND OPEN FACE,

= In : Gold, : Silver : and : Crescent : Gold : Filled : Cases =
of every Variety and Style.



AMERICAN WALTHAM WATCH CO.

- OF -

WALTHAM, - MASS.

Scheuer, the well-known wholesale jeweler of this city, made her debut in Steinway Hall, New York, on the 25th of November, and, according to the accounts of the musical critics of that city, scored a great success. Miss Strauss is a graduate of the Paris (France) Conservatory of Music, and has without doubt a brilliant career before her.

THE SOUVENIR NUMBER of the *Jeweler's Weekly*, of New York, which came to hand just after our December issue was mailed, is a most artistic production and reflects great credit on the enterprise of the management. That its matter is good, in our opinion, is proved by the extracts from it which will be found in this issue of our own journal. We wish our esteemed contemporary continued success.

JOSEPH S. MURRAY & CO., the well-known engravers of 58 Yonge Street Arcade, Toronto, have sent out to the trade a small but elegant souvenir in the shape of a folding business card which contains some very fine specimens of their artistic engraving. They have been fairly overrun with work for the past six weeks, but this is hardly to be wondered at when their skill and low prices are considered.

A WATCHMAKER NEEDED.—An advertisement in our daily papers states that there is a first-class opening for a good, practical watchmaker in the town of Grimsby, Ont. It says they want "a pushing man with good staying qualities." For particulars regarding Grimsby, and the chances of a profitable business there, address Mr. James A. Livingstone, Publisher, Grimsby, Ont.

THE DONATI FAILURE.—The liabilities of Joseph Donati, the insolvent jeweler of Quebec, are placed at about \$6,500, and the creditors are not likely to get much out of the estate. The absurdity of a jeweler doing such a small business having so many creditors is apparent. Instead of sixty-one creditors, which he is said to have, he should only have had one tenth of that number.

A FINE PEARL.—We were shown by Messrs. T. H. Lee & Son, last week, one of the finest pink pearls that we have ever had the pleasure of handling. It came from the Maritime Provinces, was egg-shaped and almost lustrous enough to pass for an opal. Mr. Lee had it set in a heavy 18k. claw mounting for a scarf pin, and it is needless to say that it made a very pretty and effective ornament.

CHRISTMAS CALENDAR.—We have to acknowledge the receipt from Messrs. P. W. Ellis & Co., of a very handsome and appropriate calendar for the year 1890. It has been gotten up specially for the firm and brings out very prominently and artistically their trade mark of the letter E on a maple leaf, which, as the trade have learned by this time, is always a sign of honest quality of the article on which it is stamped.

NOT DAMAGED.—It was reported in the Trade papers of the U. S. that the American Watch Case Company's premises had been damaged by the fire in the *Truth* building on Adelaide Street last month. This was untrue as the Watch Case Co. occupied a different building, and escaped with only the loss of a few lights of glass and slight damage by water. They were in running order twenty-four hours after the fire.

E. F. GERSTER, of Wingham, Ont., mentioned in our last issue as wanting to compromise with his creditors at twenty cents on the dollar, has succeeded in doing so with the most of them. A few, however, are holding out, and want considerably more than that before they will give him a discharge. They consider his offer as a kind of stand and deliver piece of business, and propose to fight it to the bitter end.

A LOSS TO TORONTO.—Mr. David C. Wagner, manager of the Dominion Show Case Co. of West Toronto, died on the 12th Dec., the first anniversary of his wedding day. Mr. Wagner was a young man of exceptional ability, and though quiet and unassuming in manner, was a great favorite with all those with whom he had business relations. His remains were interred on Saturday the 14th Dec. and were followed to the grave by a large concourse of mourning friends.

DIAMONDS AND PRECIOUS STONES.—We have to acknowledge the receipt of a work on precious stones, by M. D. Rothschilds, of 41 Maiden Lane, New York. From the cursory glance that we have been able to give the book, we should say that it must prove very valuable to the practical jeweler who deals in such goods, as it contains in concise form a great deal of necessary information that every man who wants to be abreast of the times should know. We commend it to our readers.

MR. W. F. ROSS, jeweler of this city, assigned last month to E. R. C. Clarkson, official assignee, for the benefit of his creditors. His liabilities are said to aggregate some \$28,000, with assets amounting to about \$18,000. Mr. Ross has been connected with the jewelry trade of this city for the past eighteen years, and his failure has created no small surprise, as he was very popular as a salesman, and was supposed to be making some money in the new business which he started about two years ago.

MR. SAMUEL PLATT, a well-known city barrister, was arrested last month by Detective John Cuddy, charged with the theft of a diamond ring, valued at \$300, from Jacob Woltz, jeweler, 41 Colborne Street. The property was afterwards pawned for \$50 on York Street. When arrested by the detective, Platt was badly intoxicated, being scarcely able to stand. When the case came before the Police Magistrate, finding that Platt had, on becoming sober, made an effort to straighten the matter, he gave the prisoner a chance to redeem himself by remanding him on his own bail for sentence.

A WESTERN JOBBER.—As our readers will see by his advertisement on another page, Mr. W. F. Doll, the only jewelry jobber in Manitoba and the North-Western Territories, is about to enlarge his facilities for doing business, and early next year will be in a position to show the trade one of the best assorted and most complete stocks of jewelry in this country. Mr. Doll has proved himself a very enterprising merchant and his success, although phenomenal in many respects, has without doubt been attained by the judicious exercise of those qualities which all shrewd business men possess. He is a pusher and no mistake.

A CLEVER PRODUCTION.—We have received from the Illinois Watch Company a very neat card intended to represent a Japanese letter. It is printed in some nine or ten colors, and is a marvellously correct imitation of a torn envelope and its contents. The Japanese postage stamps of 1 sen and 2 sen denominations are neatly reproduced and bear such portions of the postmark as are necessary to cancel them. On the reverse of the card is a neat representation of a wax seal over the folds of the envelope, and printed around it, with a blank space for the name and address of the retailer to whom it will be furnished in quantities for distribution among his customers, is an advertisement of the Illinois Watch Company.

DETECTED CRIMINALS.—In our last issue we gave an account of the burglary of the premises of Henry Ross, the St. Peter Street jeweler of Montreal, which were broken into and a quantity of valuable goods carried off. At the time, a great deal of talk was indulged in over the occurrence, as the shop was connected with the Holmes Electric Protection Company's system, and the men declared that they were on hand three minutes after the alarm was sounded. Two men from Old France, named Paul Levain and Henri Locquet, have been arrested by Detectives Barrett and Robinson, and both have confessed that they were the parties who robbed Mr. Ross' store, and pleaded guilty when brought before the Court for trial.

A TESTIMONIAL.—In reply to a request to change his advertisement for the Holiday TRADER, Mr. William Allen Young, of London, Dueber's General Agent for Canada, says: "Haven't got time to do it, continue the one you have now in, as it brings me all the business we can take care of, for the present at least. I am already 'in the woods,' having more orders booked than can be filled before the holidays. After the New Year the output of the Dueber-Hampden factories will be increased and we will be better prepared to meet the great demand." This is certainly a very flattering testimonial to the merits of THE TRADER as a means of thoroughly reaching the Canadian Jewelry trade, as well as to the high reputation of the Dueber-Hampden watches.

LET HIM APPLY TO——. There are some queer men in the world, and amongst them "a French watchmaker who offers his daughter in marriage (and 100,000 francs dowry) to the case-maker who shall construct the lightest gold watch case. Competitors to address the office of *l'Almanach des Horlogers*, St. Imier." In a footnote to the above, the editor of *l'Almanach* expresses the hope for the victor that his wife will be less light than his cases. If this gentleman is not desirous of confining his choice to his own country, he might easily find the very man he wants amongst the filled case makers of the United States, where

THE CLOCK THAT WAS BOUGHT IN A DRY GOODS STORE.



This clock was bought in a dry goods store,



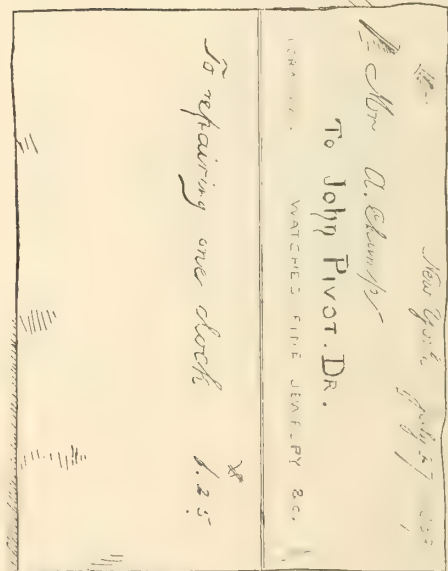
He purchased the clock in a dry goods store.



And this is he as he fumed and swore,
And did not look as he looked before
He purchased the clock in a dry goods store.



This is the worker in clocks galore,
To whom the fellow that fumed and swore,
And did not look as he looked before,
Took the clock he bought in a dry goods store.



This is the bill for a blank sight more
(To be paid by the fellow that fumed and swore
To the smiling worker in clocks galore)
Than the swearer had paid for the clock before,
When he purchased it in a dry goods store.

gold filled cases are made by predetermination with less than four dwts. of 10k gold in them. And still such cases contain an elaborately engraved and artistic chromo guaranteeing them to wear for fifteen years.

REMOVAL.—The Hemming Bros. Co., (limited), are making preparations for the removal of their business from the old stand on Adelaide Street East to 76 York Street. The growth of this Company's business may almost be said to be a commercial phenomenon. They have outgrown the facilities afforded them by two premises, in each of which they imagined they would have all the scope they desired, and now they are moving to one of the largest and finest warehouses in the city, the whole of which, from attic to cellar, will be utilized by them. Their successful business career is but another proof that honest and conscientious work, and a resolve always to be at the head of one's business, is bound to bring success when properly backed up with business common-sense and greenbacks.

LOST DIAMONDS.—A wholesale jewelry house of this city shipped last month to a prominent western retailer, by parcel post, a package containing diamonds to the value of \$219. So far they have failed to materialize, and now both the jobber, retailer and Post Office authorities are on the alert to find out what has become of them. The package was registered, and the shipper says that although he has sent out thousands in this way, it is the first one that ever went astray. The Post Office Inspector wants to get at the bottom of this thing, for if our merchants ever get the idea that parcel post is unsafe, it will considerably affect the revenue of that department. The rate for registered packages was almost doubled last year, and the Government are therefore entitled to ensure security in their transmission.

DEAD.—We regret to learn of the death of Mr. Alfred A. Schwob, brother of Mr. Moise Schwob, the well-known Swiss watch importer, of Montreal, which took place at Chaux-de-Fonds, Switzerland, on the 1st December, after a long and painful illness. Mr. Schwob was partner in the business of Schwob Brothers, and although of late years he has lived in Europe entirely, was well known to the wholesale trade of this country. He was a smart, honorable and energetic business man, and was not only popular with those with whom he had business relations, but loved and esteemed by the large circle of acquaintances who had the pleasure of enjoying his society in social life. He leaves a sorrowing widow and family to mourn his untimely end, for he was but 43 when he died. His friends have the sympathy of the entire jewelry trade of Canada.

DEARER GOLD.—If the latest rumor has any foundation in fact, the people of this country will very soon be called upon to pay considerably more for gold jewelry than they have been lately doing. It appears that a gigantic trust has been formed in Paris, France, having for its object the control of the world's supply of gold. That this is no fiction is evidenced by the fact that already the French manufacturers of jewelry who at this time of the year usually make large purchases of gold in order to carry on their business, have had to pay considerable advance on former prices. Whether the operations of the trust will be confined to France or will, like those of the diamond and copper trusts, try to make the whole world pay tribute to them, remains to be seen. The jewelry trade will await developments with all the interest that people usually do whose pockets are bound to be affected by the result.

ADVANCE IN SWISS WATCHES.—The Committee of the Society of Watchmakers of Chaux-de-Fonds, Switzerland, have issued a circular in which they state that owing to the increased price of labor—and the fact that because of stagnation in business, prices had been cut down to a point where a decent living could not be made at the trade by either masters or workmen—an advance would be made on all kinds of watches manufactured in that country. This advance will, it is supposed, be about 15 per cent. upon former prices, and while it will benefit the Swiss engaged in the business, it will also do good to American manufacturers, as the increased price will have a tendency towards keeping down the imports of their goods into the United States. Of late years it has only been their cheapness which has given Swiss watches any hold in the American market.

NEWS.—The Philadelphia *Keystone* says in its last issue: "It is reported that the Canadian Government intends to take steps at the next session of the Dominion Parliament to secure the appointment of a commission to enquire into the trade relations between Canada and the

United States. The increasing demand for closer commercial intercourse between the two countries that is manifested in Canada, suggests that this would be a prudent course for a ministry seeking re-election to pursue." While it is highly probable that a Committee of some kind may be drafted for the purpose of looking into the trade relations between the two countries, the conclusion which the *Keystone* draws that the above is contemplated because of its prudence as an election card, is, so far as we can see, entirely unwarranted by the facts. Seeking information upon a subject does not always indicate that a Government either desires it, or that it would be good for the country.

A FOREGONE CONCLUSION.—The "Liberal" (?) leaders and their organs are never tired of telling us how that Commercial Union is the true antidote for annexation. That this is regarded in the U. S. in exactly the opposite manner, may be judged from the following extract from the *San Francisco Call*: "After Canada has surrendered to the United States the right to fix her tax on both home and foreign goods, she has no considerable national power to surrender. Under Mr. Wiman's plan it would be impossible for her to increase her tariff in case of a foreign war, or to resist an increase in case the United States should become involved in war. *When it surrenders the only attribute of sovereignty it now possesses, it might as well form a political alliance.*" Just so. The *Call* has put the whole proposition in a nut shell, and those who cannot see it in that way must be woefully ignorant, or else wilfully blind.

THE DIAMOND MARKET.—The state of the *Amsterdam* market has not improved much of late, according to *De Diamant*; foreign buyers have been few, and the dull weather has made purchasers cautious, because an error in the color of diamonds costs dear. *Rough and cleavages* are in good demand. In *Paris* the sale of finished stones has slightly improved during the month, but there is little movement to note. Very limited consignments reached London in November at higher prices, so that although numerous dealers were on hand, many went away without buying. Indeed, it is thought that if the rise in prices from the fields continues much longer, the rumor as to a "corner" will have some justification. "Cornering" the diamond market is rather a large order; but with practically unlimited capital, and in the absence of new sources of supply, it is not without the bounds of possibility.—*The London Jeweler & Silversmith.*

DEATH OF EDMUND EAVES.—The jewelry trade of Montreal have sustained a heavy loss in the death of Mr. Edmund Eaves, wholesale jeweler of that city, who died on the 15th December, after a short illness of ten days. Mr. Eaves was apparently in his usual state of health, and attended to business as usual, when he was taken down with inflammation of the lungs, from which he was not able to rally. Mr. Edmund Eaves was formerly in partnership with his brother, but a few years ago they dissolved, and since then each has carried on a separate wholesale business of his own. Although not much known outside of Quebec, to which Province his trade was principally confined, Mr. Eaves was highly regarded by the retail jewelers with whom he came in contact, and he had worked up a satisfactory business. His funeral was largely attended, many of the prominent business men of Montreal being present and thus evincing the regard in which the deceased was held by his fellow townsmen. *Requiescat in pace.*

SMART GERMANS.—A London, England, dispatch of last month says that "Numbers of English half-crowns made in Germany are in circulation throughout Great Britain. Though not made at the Government mint, they are, really speaking, as good as English half-crowns, the only difference being that they have not been issued by the mint. The way the Germans work it is this: An English half-crown when new weighs half an ounce, and is worth intrinsically 1s. 9d. By coining each half-crown at a cost of 3d., the Germans would still make a profit of 6d., and find it worth while to export it to England. The said half-crowns have been pronounced genuine by the Goldsmiths' Company, and the mint authorities are in a quandary as to the best means of putting a stop to the ingenious Germans' profitable game." It surely should not be any trouble for the authorities to stop this traffic, seeing that in all countries the government reserve to themselves the right to mint and issue the legal metal currency of the country.

A CHARMING SOUVENIR.—The *Youth's Companion* Double Christmas Number is a charming souvenir. Its delicately colored cover encloses a



The Montreal Optical & Jewelry Co., Ltd.

Warehouse and Factory, 1685 Notre Dame St. Montreal.

P. O. BOX 1054.

ONLY MANUFACTURING OPTICIANS IN CANADA.

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

OPTICAL GOODS

Ever Shown in the Dominion.

Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles
AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

Montreal Optical and Jewelry Company, Limited.

G. H. LEES & Co.,
MANUFACTURING JEWELERS,
 WATCHMAKERS AND ENGRAVERS.
HAMILTON, - - - ONT.

Have their factory fitted with the most improved and best steam machinery and make a specialty of making any kind of jewelry to order, particularly **Rings** of all kinds. Orders of every kind promptly filled, Medals, Hair Jewelry, Enameling, Stones cut and engraved. Repairing receives prompt attention, and at moderate prices. We have a good reputation for being prompt. Watches demagnetized and properly repaired. Tools and materials.

Our Terms are Cash. Please give us a Trial.

JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

MURRAY & WYLIE,

ROOM 58,

YONGE STREET ARCADE, - TORONTO.

W. COATES & BRO.,
 JOBBERS IN
JEWELRY AND WATCHES,
 BROCKVILLE, ONT.

C. W. COLEMAN,
 10 KING ST. WEST, (up Stairs,) - - - TORONTO.
 WATCHMAKER TO THE TRADE.
Importer and Dealer in GRANDFATHER CLOCKS,
QUARTER TING-TANG AND CHIMES.
 ESTIMATES FURNISHED FOR TOWER CLOCKS.

T. WHITE & SON,
MANUFACTURING JEWELERS,
 LAPIDARIES & DIAMOND SETTERS,
RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.

Canadian and Foreign Stones Polished and Mounted for the Trade.
 N.B.—A variety of Stones and Imitations of all kinds in Stock.

wealth of stories and pictures that are intensely interesting to readers of all ages. Some of the features are. "Christmas in a Wagon," by J. L. Harbor, a story of pioneer life in the Rocky Mountains; "A Double Decker," by Mrs. Frank Lee, a story for boys, and another for girls, entitled "Beth's Memorial Stocking," by Mrs. H. G. Rowe; an interesting description, by Emory J. Haynes, of the famous "Minot's Ledge Light;" "Arabella B. Buckley's "Sleep of Plants and What it Means;" "Attacked by Cheyennes," by K. L. O. F. Wolcott, a story of wild western life; "A Christmas Night's Sensation," by Clinton B. Converse, and "Alice's Christmas," both fresh and appropriate to the season; highly beneficial editorials on "Thoroughness" and "Stanley's Return," with a beautiful page for the very young children, together with anecdotes and bits of fun, combine to make a complete treasury for the whole family.

A FAKE.—The latest fake in this city is that of giving away gold watches and diamond jewelry with tea. The uninitiated might imagine that these valuable presents were given away with every pound of tea. Not so, however, as the purchasers find to their cost, for not one purchaser in fifty gets any prize in their tea worth more than ten cents. The big prizes, consisting of cheap low-karat gold watches and trashy diamond rings, go only to those whose names they think will look well in an advertisement to serve as bait to draw in the less fortunate suckers, whose name is legion, for they have been many. The police had the manager of the fake arrested and tried before the police magistrate, who promptly convicted him of carrying on a lottery, in contravention of the law, and very properly fined him \$50.00. This decision of the magistrate has been appealed against, but it is hardly likely that it will be set aside, as the violation of the law is so flagrant that there can be but little question of its gambling nature. Enquiries which have been made regarding "The Traders Tea Company," the name under which it has been running in this city, show that either it, or concerns of a similar character have been run out of several cities in the United States for illegal dealing.

PERHAPS, WITH A BIG P.—*The Philadelphia Keystone* rises to remark; "The *TRADER*, of Toronto, says "it takes no stock in 'manifest destiny clap trap' about Canada's being absorbed by the United States. It believes that country's "ultimate destiny is not annexation, but independence." We don't know about that "ultimate." Perhaps independence first and annexation afterwards may be the order, Texas did it that way." This reference of the *Keystone* to the fate of Texas is not only timely but to the point. Any one who reads between the lines of Erastus Wiman's last article on the "Destiny of Canada," cannot fail to notice that he predicts a similar fate for Canada should the "Reform" party of this country succeed in reforming it at the next general election by getting into power on the Commercial Union cry. They seem anxious to give it a chance to be Americanized as Texas was, but it is hardly probable that five or six million Canadians can be hoodwinked and bulldozed into the American Union as were the Mexican "greasers" who formerly owned Texas. If ever Canada goes in for independence, her people have sand enough to run their own political machine.

A COOL FOOL.—Arthur S. Jenkins, alias Arthur McWayne, appeared before Judge McDougall, at the December Toronto Sessions, to answer to a list of indictments which was surprising. Jenkins has the appearance of an honest working man of perhaps 28 years of age, but his doings during the month of November in Toronto show him to be a confirmed rogue and swindler of the worst type. The coolness and persistency with which he pushed operations until he ran against Detectives Davis and Cuddy, who introduced him at the Police Court a short time ago, is conclusive that he is a reckless fool. Here is the array of offences with which he was charged: November 24th, obtaining a watch worth \$30 from T. J. Johnston, jeweler, 570 Queen street, on a forged order purporting to be made by W. J. Guy, plumber, of 661 Queen street west; November 16th, obtaining by false pretences a watch from Richard Clarke, of 310 King street west; November 16th, stealing an overcoat and two shirts from Joseph McCarthy, of 72 Teraulay street; November 14th, running away with a silver watch from the store of Max Finberg, 74 Queen street west, without paying for it; November 24th, stealing a gold watch from the boarding house of

Margaret Black. It is almost needless to say that he was summarily convicted and sentenced to a term in the Kingston Penitentiary.

HARDLY.—Says an American exchange, "A session of the Dominion of Canada Parliament is probable in January, at which that body will be asked to pass a new banking law, and it is said that business men there favor the adoption of the national bank system of this country." Well, hardly. While there are, no doubt, many good points about the U. S. national banking system, very few practical business men, who know anything about banking, favor its adoption in its entirety in this country. Americans themselves find considerable fault with its want of elasticity, and this fault would be greatly aggravated by its adoption in a country as poor as Canada now is. The present banking act does not expire until 1892, and when it does, it is probable that it will be superseded by one embodying the best feature of both the Canadian and United States systems. Canadian bankers are a unit in favor of their present status, but it is barely possible that under the new act they will be allowed the latitude they now have. What the business men want is a system of national currency by which the Government, instead of the banks, will issue and guarantee all the notes. If this can be done and the banks are enabled to arrange some satisfactory security with the Government, which will not impair their circulation, a national currency elastic enough to meet all emergencies will probably be the result. Without doubt a considerable change must occur when it comes to be legislated upon.

WHAT CONSTITUTES A PARTNERSHIP.—At the Civil Assizes last month the action of the Mendelssohn Piano Company against Charles West, a grocer of North Toronto, was tried. The suit was against West as an alleged partner in the defunct firm of P. W. Graham & Co., dealers in musical instruments, who, when their failure occurred, were owing the Mendelssohn Piano Company about \$2,000, and as Graham was worthless the action against West commenced. The latter declared that he had merely lent money to Graham & Co. to help them in a difficulty, and was not at any time a partner of the firm, and therefore not responsible for its debts. It may be interesting to our readers to know how insignificant a document caused Mr. West to be liable as a partner. The agreement he made with P. W. Graham when he advanced him the loan reads as follows:

TORONTO, 15th February, 1888.

Received from Charles West, Esq., the sum of five hundred dollars to be used for the purpose of carrying on the business of dealers in pianos and organs, the profits to be divided equally between myself and the said Charles West, the sum of ten dollars per week being allowed P. W. Graham as wages. Signed, P. W. GRAHAM.

(I agree to the above terms.) Signed, CHARLES WEST.

His Lordship, Justice Falconbridge, gave judgment holding West responsible for the full amount and costs. This is but another and a very forcible illustration of the truth of the old adage, that "the man who acts as his own lawyer, has a fool for a client."

HIT THE NAIL ON THE HEAD.—The London, England, *Jeweler & Silversmith* pretty nearly hit the nail on the head when it attributes the loss of England's trade with Canada in jewelry to the "want of adaptability on the part of English manufacturers to meet the demand of colonial taste." The English manufacturer has always had the idea, or if they thought otherwise they have taken very good care to keep their thoughts to themselves, that English taste was unapproachable, and that what was in fashion in England was good enough for colonists. While this worked well enough as long as England had a virtual monopoly of the jewelry trade, it had to go under just as soon as competitors arose who could not only manufacture almost as cheaply, but were willing to cater to the vitiated taste of these so-called colonists. Merchants in Canada have always had an idea that a man who gets goods made for him and is ready to pay the cash for them, should have some small say regarding their style, etc. Of course when the English manufacturer refused to see it in the same light, and practically told him that he must either take what he had to sell him or look elsewhere for other goods, the "colonist" took his advice just as soon as he could find some one who was willing and able to cater to his wants. In our opinion, had the English jewelry manufacturers seen the same enterprise and desire to please their customers that their American and Canadian competitors have displayed, they could, with their plentiful supply of



The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES
ORIGINAL.
DURABILITY
GUARANTEED.

ANCHOR J.G.C.&CO.

FINISH ALL
THAT
COULD BE
DESIRED.

(TRADE MARK.)

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

J. G. CHEEVER & COMPANY,

NORTH ATTLEBOROUGH, MASS., U.S.A.

GEO. P. WAGNER.

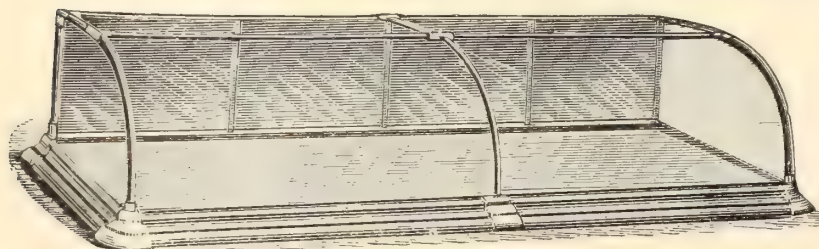
CARL ZEIDLER.

D. C. WAGNER.

DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.

(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver, Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

Show Rooms, Head Office and Factory: West Toronto Junction, Ont.

HOW IS YOUR STOCK OF WATERBURY WATCHES?

THE TRADE SAY: = =

They Give the Best Satisfaction.

They are Profitable Goods to Handle.

Because they are Quick Sellers.

We cannot afford to be without them.

“ A WORD TO THE WISE IS SUFFICIENT.”

THE WATERBURY WATCH CO.

81 KING STREET EAST,

-

TORONTO, ONT.

cheap skilled labor, not only have held their own in the colonial markets, but largely increased instead of diminished their trade. They have lost ground almost entirely on account of their own want of foresight, and, like every other business, they will find that it is very much easier to drive away trade than to regain it once that is done.

A HANDSOME PRODUCTION.—We were shown a few days ago, by Mr. Geo. T. Gorrie, of this city, a copy of the calendar which he is importing from Europe for the firm of Levy Bros., the wholesale jewelers of Hamilton. It is printed in over fifteen colors, and is without doubt one of the most artistic things of the kind that has ever been brought into this country.

THE CALENDAR sent out to the trade by E. Scheuer, of this city, is not only thoroughly original in design, but executed in a very superior manner. It contains first-class portraits of Mr. Scheuer and the head men of his staff, done by the newly patented photogravure process, which are almost equal to the best photography. It is a very pretty and appropriate souvenir of the season, and will no doubt be highly prized by the trade.

NOT EASILY KNOCKED OUT.—While the Intercolonial train was being made up at the Bonaventure station in Montreal on the 4th of last month, the heating apparatus in the Pullman exploded, wrecking the end of the car. The colored porter was severely hurt by the flying timbers, iron and glass, and had to be conveyed to the hospital. The only passenger injured was Mr. Benno Strauss, Eastern representative of Edmund Scheuer, of this city, who, although knocked down and stunned, very soon recovered sufficiently to be able to proceed on his journey. It was a narrow escape for him.

WORKSHOP NOTES.

ARTIFICIAL CORALS.—Can be made from four parts yellow resin and one part vermillion, melted very fine.

IMITATION SILVER.—Silver, one ounce; nickel, one ounce, eleven dwts.; copper, two ounces, nine dwts. Or silver, three ounces; nickel, one ounce, eleven dwts.; copper, two ounces, nine dwts.; spelter, ten dwts.

TO DRILL PEARLS.—The easiest way to hold pearls, in order to drill and otherwise cut them, is to fit them loosely in holes bored in a piece of wood. A few drops of water sprinkled about the holes causes the wood fibres to swell and hold the pearls firmly. When the wood dries they fall out.

WASHING SILVERWARE.—Tell your customers never to use a particle of soap on their silverware; it dulls the lustre, giving the article more the appearance of pewter than of silver. When it wants cleaning, rub it with a piece of soft leather and prepared chalk, the latter made into a kind of paste with pure water, for the reason that unclean water might contain gritty particles.

TO MAKE GOLD AMALGAM.—Eight parts of gold and one of mercury are formed in an amalgam for plating by rendering the gold into thin plates, making it red hot, and then putting it into the mercury while the latter is also heated to ebullition. The gold immediately disappears in combination with the mercury, after which the mixture may be turned into water to cool. It is then ready for use.

TO FASTEN THE BALANCE SPRING.—The inner coil of the balance spring around the collet must be at a sufficient distance from the latter, so that there is no danger that it will either touch this or the place of fastening in the folding of the spring. This contact, which betrays itself by a jerking similar to the cracking of a whip, would cause an acceleration of the large vibrations.

PATENTED IMITATION SILVER.—Messrs. Ruolz & Fontenay have compounded and patented the following alloy, which may be used for almost all purposes for which silver is usually employed: silver, 20 parts; purified nickel, 28 parts; copper, 52 parts. Melt the copper and nickel in the granulated state, then introduce the silver. The flux to be employed is charcoal and borax, both in a state of powder; and the ingots obtained are to be rendered malleable by annealing for a considerable time in powdered charcoal.

ON MAINSPRINGS.—The mainspring is a very essential part in a watch, and it is necessary to treat of it at more length than of other parts of less importance. In watches, for instance, like those made in this country, where the spring can be procured already cut to the proper length, sized, and provided on the outer end with a fastening to suit the different grades, re-springing is a job that requires but little skill; but when one has to select and adapt a spring to a watch of foreign make, to be successful, certain rules must be understood. In their manufacture the springs are drawn out at length and rolled up like ribbon, of the various widths and thicknesses, to suit all the different grades and sizes of watches in the market. These ribbons are cut up in pieces of a given length, one end being punched and prepared. They are coiled up in the shape usually found in the market, the outer end being left blank for a watch repairer to cut and fit for the barrel in hand. If it is run to the full length, it is likely to be too long; in such event, if thick, it will be crooked and certain to break in attempting to wind it up. The springs, however, are never too short, but are intended to be adapted in length as well as in width and strength. As an invariable rule in Swiss and English watches, this adaptation devolves upon the repairer, and as before stated requires an unusual degree of skill. Many watches have come to our hands that were but really refitted with mainsprings by workmen of fair reputation, but upon examination it appeared that all the rules governing a correct adaptation had been entirely ignored or overlooked. Breakage, want of winding capacity, too much or too little force, are faults usually to be found in such cases. The watch may in some manner go for a time, and the owner, through ignorance, may conclude his watch is at fault and replace it with a new one, sooner or later to meet with the same fate. This, it may be remarked, adds to the interest of the manufacturer and dealer, proving the old adage: "It is an ill wind that blows nobody good."

WISE AND OTHERWISE.

It's a cold day when the iceman can't sell his ice.

The expenses of cigars should be put down as among "losses by fire."

SOME people use a joke as they would a whip; they can't snap one without hurting someone.

THE fate of a gaoler is not an enviable one. He always has a good many felons on his hands.

IT is a lucky boy who is taller than his father. He does not have to wear his paternal ancestor's old clothes.

"This is milk of the very first water," remarked the milkman to a customer, and when he realized what he had said his face assumed a chalky hue.

ON the 19th of this month M. de Lesseps was eighty-four years of age. What a busy, worrying, struggling life to look back upon.

WERE the great pyramid of Egypt on the moon it would only seem to us as a speck, which an artist who was making a sketch at the telescope would indicate by a dot with his pencil.

What does little birdie say
In his nest at peep of day?
In his nest at morning's peep
Birdie pipeth, "Talk is cheap."

IN certain districts of Washington the street numbers are badly mixed up. It is said that when the colored people move, as they frequently do, they generally take the door number with them, and put it on their new house.

THE *British Medical Journal* learns that the immediate cause of Father Damien's death was an attack of malarial fever, which his constitution, undermined by leprosy, was unable to resist, and for which he could not be induced to take any remedy.

THE genuine eagerness of the colored people to acquire an education is indicated by the fact that the attendance at Hampton Institute is larger this fall than ever before—nearly eight hundred and fifty.

colored youths being included among the pupils, of whom three hundred are in the preparatory department.

PAT'S SOLILOQUY.

The shtrangeit oidea in the wurruld to me,
That is taxin' me noddle at prisint,
Is how can a poultryman make it to be
That a chicken is drissed when it isn't?

THE biggest flight of pigeons that has ever taken place in the world will come off at an early date, the time to be announced in due season, in front of the Philadelphia Post Office, at which time 1,000 birds will be flown simultaneously. On the same day there will also be exhibited the champion prize winner of America, Albright, whose record of 1,464 yards a minute was beaten this year by Eagle Bell and Pickwick in a flight of 1,476 yards a minute.

JULIAN HAWTHORNE, who is editing some unpublished manuscripts of her father's, says, "He wrote so small a hand that he would put 1,500 words upon a page of ordinary letter paper, and when he had written a word or a line that displeased him, he rubbed it out with his finger and wrote over the inky space thus made. It is just possible that what he wrote in such cases he might have been able afterwards to decipher. For myself, I can only make a guess."

OUR HELP COLUMN.

A WATCHMAKER located west of Toronto, capable of performing the best of work, such as pivoting, jewelery and escapement adjustments, would like to arrange with two or three parties to do trade work evenings. Address, stating monthly average amount, PROMPT RETURN, care TRADER.

FIRST-CLASS WATCHMAKER WANTED at once. One who is used to and willing to serve at counter preferred. T. JORGENSON, 190 Queen Street West, Toronto.

FOR SALE, jewelry business in growing town in Manitoba. Largest grain market in the Province. Four years established. Business growing every day. Stock about \$3,000.00. Would take partner if good man with money. Best reasons for selling. Address, BARGAIN, care of TRADER Pub. Co., Toronto.

LOST OR STOLEN, at Woodstock, Ont., on Dec. 10th, a ladies' gold watch and chain. Watch—Elgin make, size 8, 14k. hunting case, Vermicelli engraved all over, with the monogram "M. B." on front case. Chain—rolled-plate Albert, 3 strands, one slide, with three or four pearls, and same monogram as above. A liberal reward will be given for information that will lead to the recovery of the property. JOHN A. MCKAY, *Sentinel-Review*, Woodstock.

SITUATION WANTED by a watchmaker, 22 years of age, 5 years' experience; has a good kit of tools, including a Moseley lathe, with attachments. Address, 296 George St., Toronto.

SITUATION WANTED by a young man with twelve months' experience; can do plain engraving; has his own tools. Will be free to commence work January 15th. Address, C. N. CASSON, Seaforth, Ont.

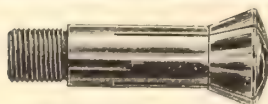
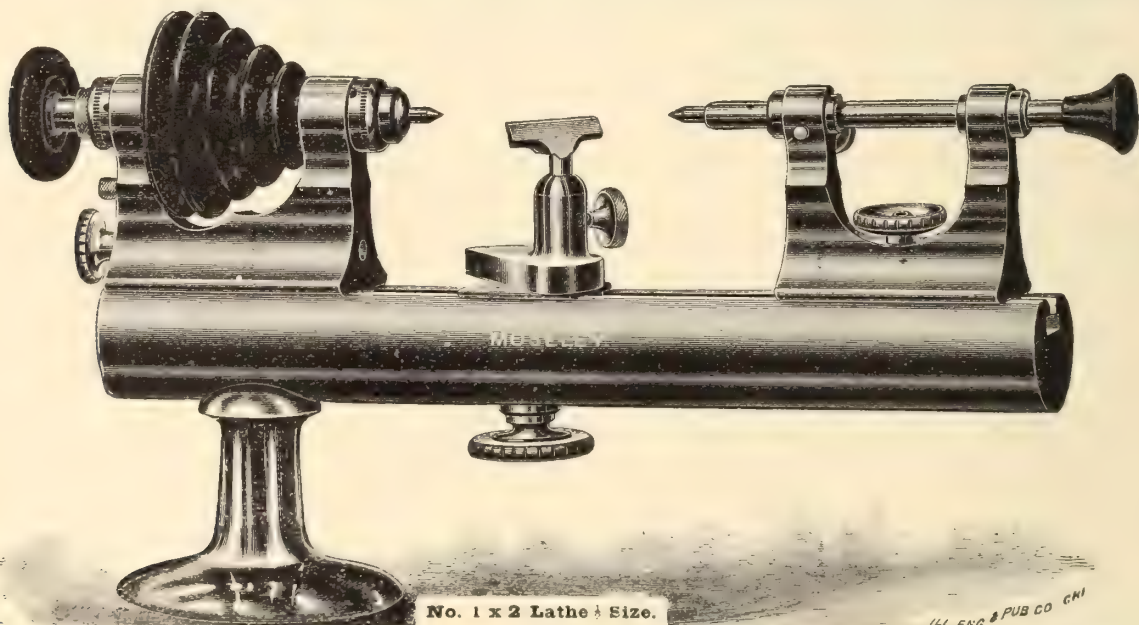
SITUATION WANTED by a young man, 21 years old, about 4 years' experience at bench; can do all ordinary work, pivoting, adjusting, etc.; also clock and jewelry repairing, including hard soldering. I use American lathe. Address, 5 Comfort Place, London, Ont.

SITUATION WANTED, by young man, 21, as improver to watchmaking. 4 years' experience. Can do all jewelry, clock and common watch work. Would prefer position under instructions in Toronto. For further particulars and references, address M. FORHAN, Owen Sound, Ont.

WANTED A SITUATION with a first-class watchmaker as improver, 4 years' experience. No. 1 reference. Address, Box 166, Durham, Ont.

QUALITY IS THE STANDARD OF VALUE.

WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 WIRE CHUCK

All our Chucks are stamped "Moseley" on the face and arranged.
Out of Chucks Full Size.

Note. The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

ALBERT KLEISER,
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BOOKS FOR WATCHMAKERS.

Saunier's Treatise on Modern Horology in Theory and Practice.
Translated from the French by Julien Trippin and Edward Rigg, M. A. Octavo, 832 pages, containing 78 wood-cut illustrations and 22 double page colored copper-plate engravings. Price, post paid.....\$12.00

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Britten's Hand-Book, Dictionary and Guide for Watch and Clock Makers. By F. J. Britten, Secretary of the London Horological Institute. Price, post paid.....\$1.75

Sole Agent for the Dominion for the Moseley Lathe,
Wholesale Dealer in Watch Materials of all Kinds,
TORONTO, ONT.



AN XMAS. GREETING TO ALL OUR FRIENDS.



AT the close of the year 1889 we wish to thank all our friends who have combined to make it the most pleasant and profitable in our business career. WE certainly have done OUR best to make our dealing together not only pleasant, but profitable to us all. In looking back over the year now drawing to a close, we can see many errors we have made, and possibly a few enemies, owing to the liberal way in which, in our judgment, we think business should be done. We started out on January 2nd, 1889, to "get there," and we HAVE got there just the same, which reminds us of a very good story which we once heard, proving that a man CAN "get there" if he makes up his mind to do so, and in this same story there is a very good lesson to be learned. Read, mark and learn it.

GOT THERE JUST THE SAME.

"An old preacher, whose name we will call Birch, was famous for preaching on the subject of paying off old debts. One of his auditors, who had been wearied with Brother Birch's iteration on the subject, once said to a neighboring minister:—'I wish you would suggest a subject that I can give Brother Birch, out of which he cannot get anything about paying off old debts.' 'Give him the conversion of Saul of Tarsus,' said the minister. Soon after this the wearied brother met his pastor, and said:—'Brother Birch, I would like to hear you preach a sermon on the conversion of Saul of Tarsus. Won't you do it?' 'Certainly,' said the pastor. 'It is a capital subject. I will preach on it next Sunday.' On the following Lord's Day, Brother Birch announced the text, Acts IX., 6:—'Lord what wilt Thou have me to do?' and opened thus:—'My brethren, I shall preach to you to-day on the conversion of Saul of Tarsus. Saul, my brethren, was a truly converted man, and my sermon will be a discussion of the marks of genuine conversion. And the first mark, my brethren, of a genuine conversion is that a man will always pay off his old debts.'"

Again wishing you one and all a very Happy New Year and a prosperous business during the coming year, we are as ever, yours faithfully,

THAYER & CO.,

The Business House in Canada in Jewelry and Watches.

Wait for our New Stock, early in January, before buying, it will pay you well to do so.



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THOMASTON, CONN.

Makers of Clocks and Watches.

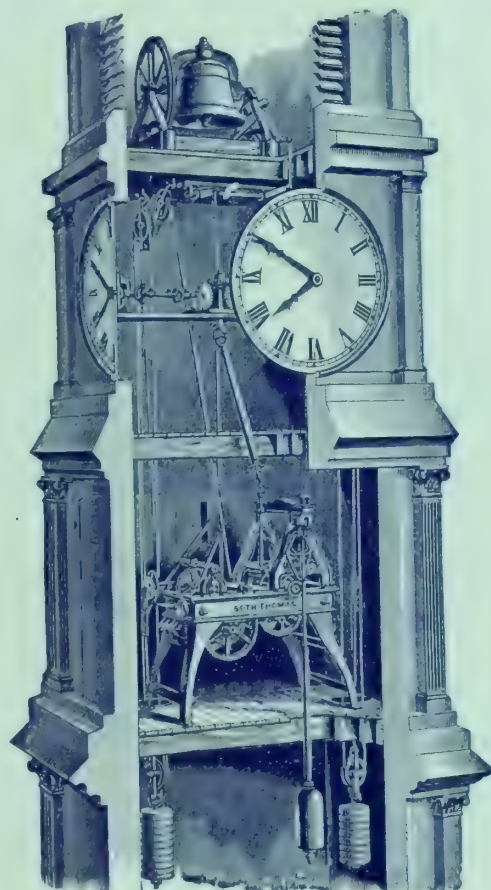
SEND FOR CATALOGUES.

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NONE BETTER IN THE WORLD

NO. 20 MURRAY STREET, NEW YORK.

126 Sutter Street, SAN FRANCISCO.



7 Cripplegate Buildings, Wood Street, LONDON.

154 State Street, CHICAGO.

1003 Olive Street, St. LOUIS.

NONE BETTER IN THE WORLD.

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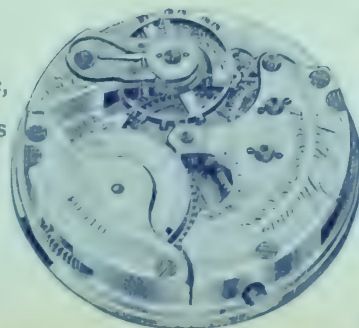
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Quick Train, 18 Size, 3-4 Plate.

Safety Pinion, Expansion (Cut) Balance,
Stem Winding and Setting, Sunk Seconds
Dial.

SUPERIOR TIMEKEEPERS.

SOLD BY ALL LEADING JOBBERS.



18 SIZE OPEN FACE.

- No. 201. Nickel, Full Jeweled, Micrometer Regulator, Adjusted
- No. 179. Nickel, Full Jeweled, Micrometer Regulator.
- No. 101. Gilt, Full Jeweled, Micrometer Regulator, Adjusted
- No. 79. Gilt, Full Jeweled, Micrometer Regulator.
- No. 55. Gilt, 11 Jeweled, Micrometer Regulator
- No. 33. Gilt, 7 Jeweled, Plain Regulator.

18 SIZE HUNTING.

- No. 102. Gilt, Full Jeweled, Micrometer Regulator, Adjusted
- No. 71. Gilt, Full Jeweled, Micrometer Regulator
- No. 53. Gilt, 11 Jeweled, Micrometer Regulator
- No. 34. Gilt, 7 Jeweled, Plain Regulator
- No. 202. Nickel, Full Jeweled, Micrometer Regulator, Adjusted
- No. 171. Nickel, Full Jeweled, Micrometer Regulator

18 SIZE KEY WIND.

- No. 11. Gilt, 7 Jeweled, Plain Regulator



1890.

WATCHES.

JEWELRY.

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Canada (LIMITED)

CLOCKS.

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AMERICAN WATCHES

ALL SIZES AND GRADES.

PRESENTATION WATCHES A SPECIALTY.

GOLD HEADED CANES.

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WHOLESALE JEWELERS, * 1 WELLINGTON ST. EAST, TORONTO.

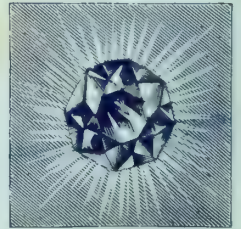


P. W. ELLIS & CO.,

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MANUFACTURING JEWELERS,



31 Wellington St. East.

40 Front Street East.

ALL READY FOR SPRING TRADE.

Our buyers have returned from the American markets. Their purchases of New Goods are in stock. We have concluded our stock-taking, and are ready to fill your orders for any line, as all our Departments are loaded with

NEW AND STAPLE GOODS.

Look for our Travellers East, West, and North.

WHAT'S NEW ?

The New Jos. Fahys' Htg. Filled "America" Case.

The New Inlaid Keystone Nickel Cases.

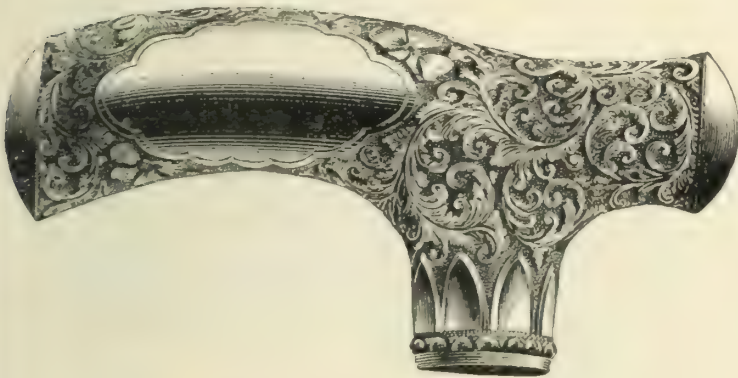
The New Shakesperian Silver Motto Bangles, for which we are appointed Sole Agents by the manufacturers.

New Samples of Keeper Rings, Gem Rings, &c.

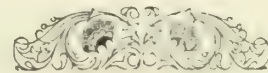
NEW, everything NEW, in Roll Plate, White Stone, and Moon Stone, Gold Goods, &c., &c.

SEE OUR ADVERTISEMENTS PAGES 50 & 51.

The Goldsmiths' Stock Company OF Canada (LIMITED)



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GOLD HEAD CANES WITH GENUINE EBONY STICKS.



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	POLO.		SQUARE.		CURVE.	
	12k.	14k.	12k.	14k.	12k.	14k.
3/8 in.	\$ 6.75	\$ 9.00	\$ 6.75	\$ 9.00	\$ 9.00	\$11.25
1/2 "	9.75	12.75	9.75	12.75	12.00	15.00
5/8 "	12.00	15.00	12.00	15.00	14.25	17.25
3/4 "	15.00	18.00	15.00	18.00	17.25	20.25
7/8 "	18.00	21.00	18.00	21.00	21.00	24.00
1 "	21.00	24.00	21.00	24.00	22.50	25.50

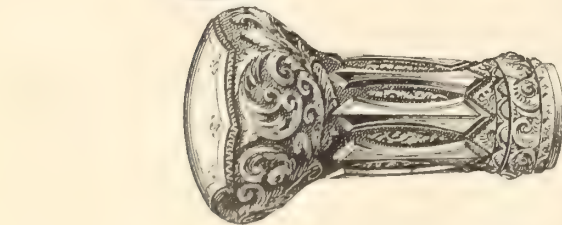
These goods for finish and design are unexcelled. We are adding a choice assortment of Oxydized Silver Crooks and Heads; also a line of Umbrellas which will be catalogued at an early date. We print prices the trade can quote to customers; for discount key write us.



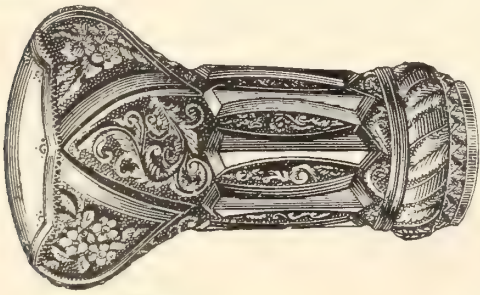
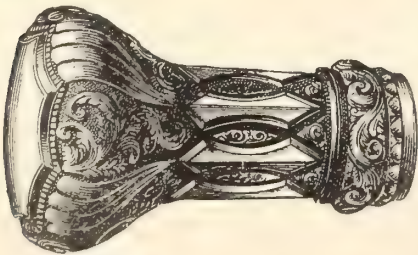
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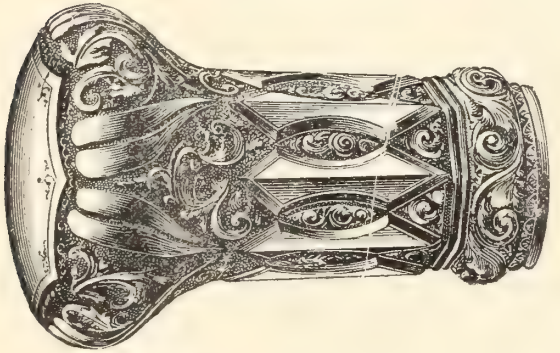
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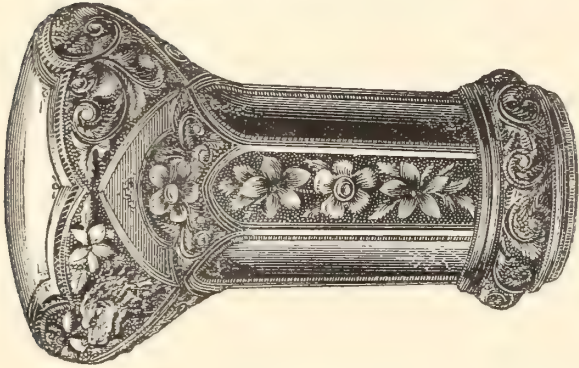
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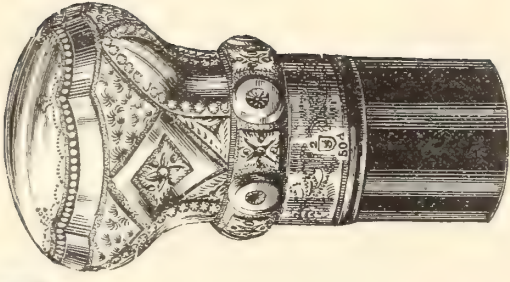
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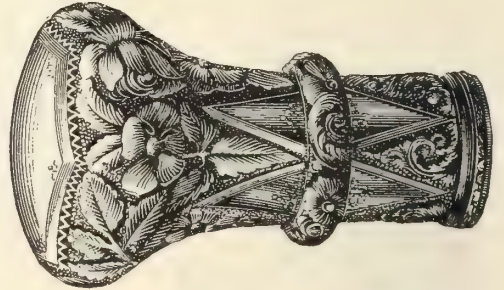
$\frac{1}{2}$ in.	-	\$ 6.75
$\frac{5}{8}$ "	-	7.90
$\frac{3}{4}$ "	-	9.00
$\frac{7}{8}$ "	-	10.15
1 "	-	11.25



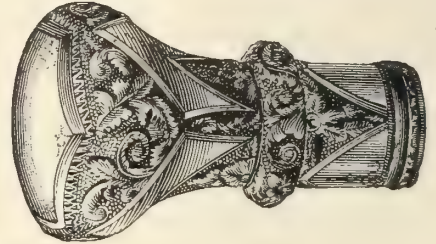
No. 204.—1 in. 16k. \$21.00.



No. 204.— $\frac{7}{8}$ in. 16k. \$18.00.



No. 204.— $\frac{3}{4}$ in. 16k. \$15.00.



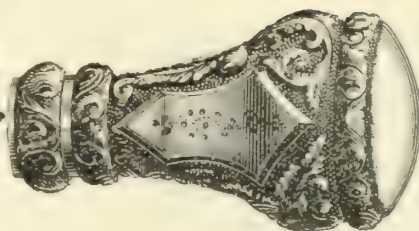
No. 204.— $\frac{5}{8}$ in. 16k. \$12.00.



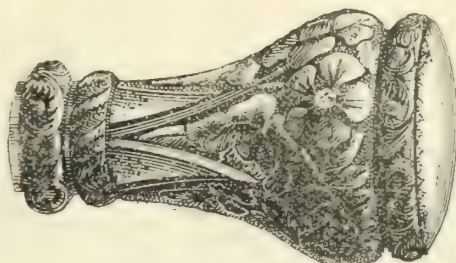
No. 204.— $\frac{1}{2}$ in. 16k. \$9.00.

No. 205.—Bright Silver.
Ebonized Stick.

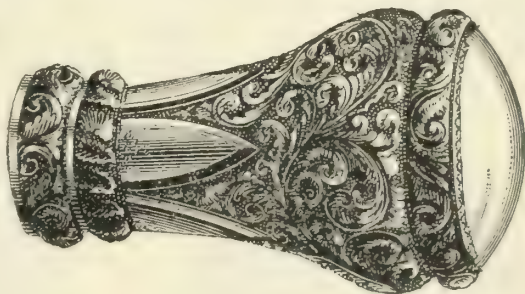
$\frac{1}{2}$ in.	-	\$ 3.40
$\frac{5}{8}$ "	-	3.75
$\frac{3}{4}$ "	-	4.15
$\frac{7}{8}$ "	-	4.50
1 "	-	4.90



No. 206.—1 1/2 in. 16k.
\$9.50.



No. 206.—3 in. 16k.
\$12.00.



No. 206.—3 1/4 in. 16k.
\$15.00.



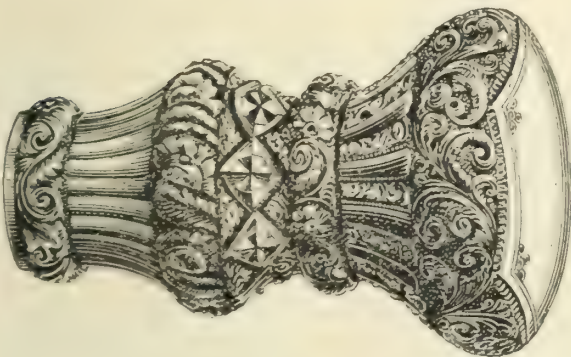
No. 206.—5 1/8 in. 16k.
\$18.00.



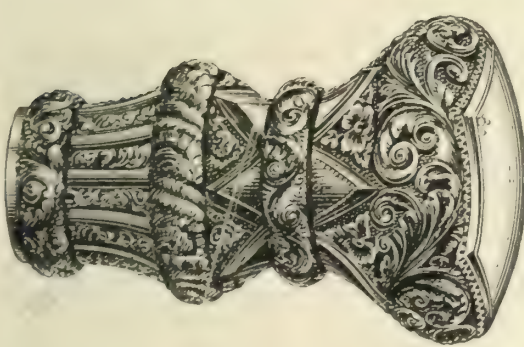
No. 206.—1 in. 16k.
\$21.00.



No. 207.—1 in. 16k.
\$21.00.



No. 207.—2 1/8 in. 16k.
\$18.00.



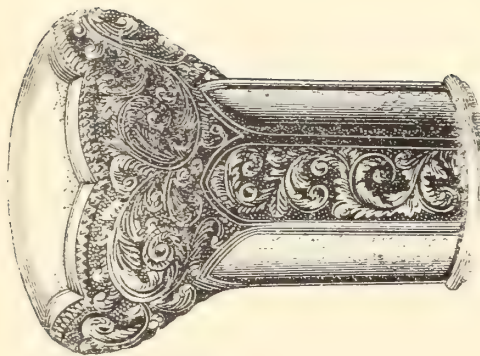
No. 207.—3 1/4 in. 16k.
\$15.00.



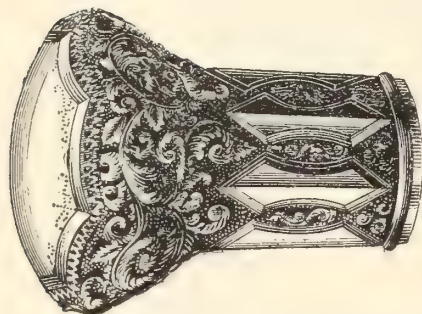
No. 207.—5 1/8 in. 16k.
\$12.00.



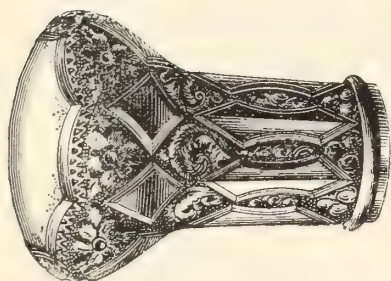
No. 207.—1 1/2 in. 16k.
\$0.00.



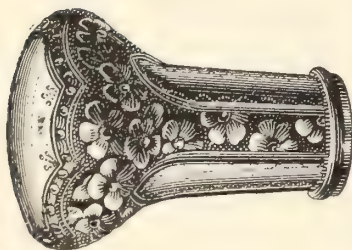
No. 208.—1 in 14k.
\$14.85.



No. 208.—7/8 in. 14k.
\$12.75.



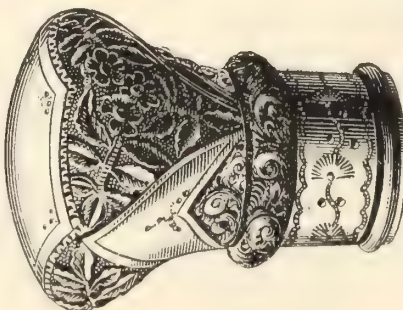
No. 208.—3/4 in. 14k.
\$10.90.



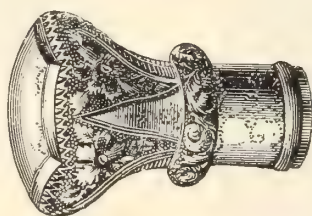
No. 208.—5/8 in. 14k.
\$8.65.



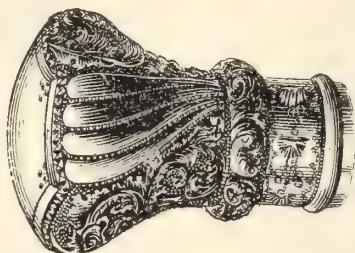
No. 208.—1/2 in. 14k. \$6.60.



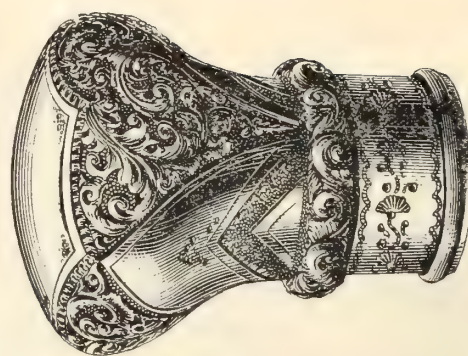
No. 209.—7/8 in. 14k.
\$12.75.



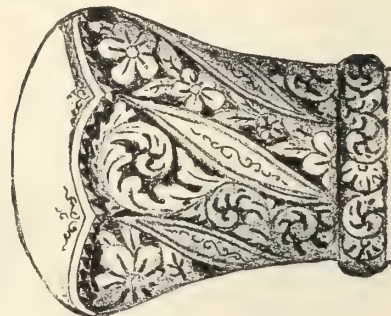
No. 209.—1/2 in. 14k.
\$6.60.



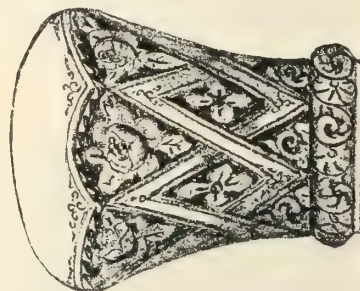
No. 209.—3/4 in. 14k. No. 209.—5/8 in. 14k.
\$10.90. \$8.65.



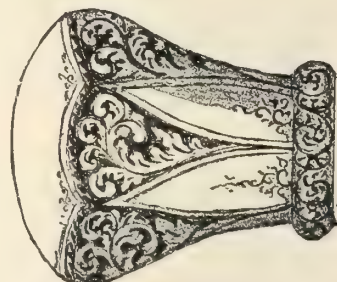
No. 209.—1 in 14k.
\$14.85.



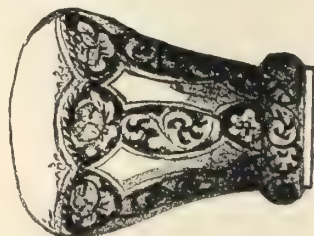
No. 210.—1 in. 12k.
\$9.75.



No. 210.—7/8 in. 12k.
\$8.25.




No. 210.—3/4 in. 12k.
\$7.50.



No. 210.—5/8 in. 12k.
\$6.75.



No. 210.—1/2 in. 12k. \$5.65.



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AMERICAN AND SWISS
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A.C. ANDERSON & Co.
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BUY THE BEST. THE HAMPDEN WATCHES



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AS ACCURATE TIME-KEEPERS.

The Watch Movements manufactured by the Hampden Watch Co. are the best Movements made, and the guarantee on them is almost without limit.

The Largest Establishment
acture of Watches are the
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CASE MFG. CO., at Canton, O.

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Sole Canadian Wholesale Agent for the Sale of
HAMPDEN WATCHES.

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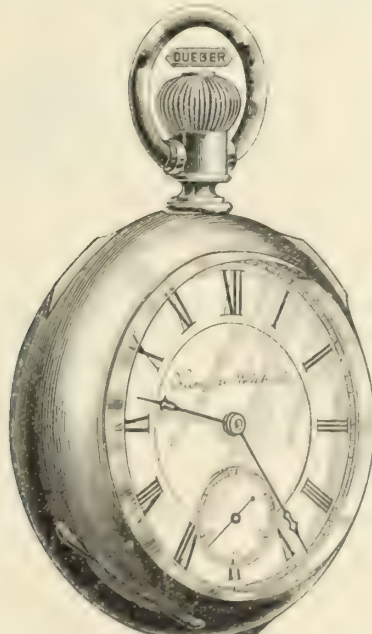
SOLE CANADIAN WHOLESALE AGENT FOR THE SALE OF THE CELEBRATED

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"THE BEST IN THE WORLD,"

CONTAINS MORE GOLD THAN ANY OTHER SO-CALLED FILLED CASE IN THE MARKET, AND COMBINES IN ITS CONSTRUCTION ALL THE LATEST PATENTS AND IMPROVEMENTS OF ANY VALUE IN THE ART OF WATCH CASE MAKING.



"THE WORLD'S WATCH CASE."

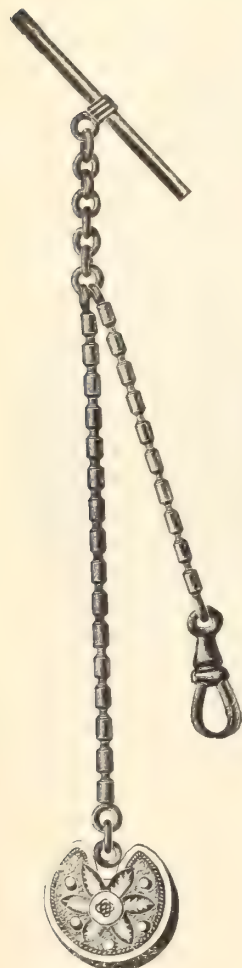
The Dueber Silverine 3 oz. O. F. Bassine, Key and Stem Wind reduced to 95c. each A perfect fac-simile of the celebrated Dueber Coin Silver Watch Case. Color, finish and durability superior to all others. Send for samples and New Dueber-Hampden Price List.

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"SAFETY QUEEN."



No. 2520.—Bright.



No. 2468.—Roman Gold.



No. 2490.—Bright.



No. 2483.—Bright.



No. 2497.—Pearl and Gold Combination. Pearl Charm.



No. 2500.—Pearl and Gold Combination Pearl Charm.



TORONTO, ONT., FEBRUARY, 1890

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in Jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

LA GRIPPE.

HAVE YOU had it? is now the usual salutation of our citizens, and what is true of Toronto is probably equally true of the majority of other towns and cities in Canada, most of which have been visited by that strange epidemic commonly known as "*la grippe*."

Although in some localities the epidemic has had the effect of more than doubling the death rate, it is as a rule almost harmless if the people will only exercise ordinary discretion in its treatment. Doctors are not agreed upon the nature of this disease, how it spreads, or what remedy is best calculated to effect its cure. But in one thing they all agree, and that is when a person is once seized with it, the safest plan is to stay indoors and protect one's self from chills and other vagaries of the weather.

Care and common-sense are amongst the best of agencies for preserving one's health. Don't worry about taking it and having to lay up for a few days. The man who is afraid of any such disease is generally pretty sure to take it, therefore don't worry about it.

The best advice that we have seen regarding its prevention is from a leading medical gentleman of this city who says: "Be careful. Keep your head cool and your feet warm, and you will easily survive an epidemic which owes half of its power to the fears of its victims."

WHAT SHALL WE DO WITH THE BOTCH?



HE clever letter of our old friend, Mr. A. W. Moffat, the well-known retail jeweler of Port Elgin, under the above caption in our January issue, opens up a subject upon which there no doubt is much diversity of opinion.

Like the poor, the "botch" watchmaker we have always with us, but how to get rid of him is a problem to which we are hardly prepared to offer a solution.

Mr. Moffat suggests two courses: (1) a school for horological instruction, and (2) the interference of Government so that only duly qualified watchmakers should be allowed to

work at the business.

So far as the second suggestion is concerned, we hardly think it possible to get such a law passed, and if it could be passed we would have grave doubts as to its efficiency. Referring to the difficulty of getting such an act passed, Mr. Moffat truly says, "certainly the case is not life as with the medical profession," and in so saying he pretty much gives away all reasons for the existence of such a law. If watchmakers require an Act to prevent "botch" workmen from spoiling good watches, why should not every other trade have a similar one in order to prevent incompetent workmen from interfering with those who are thoroughly up in their business. Such an Act, in our opinion, could not possibly pass because its promoters could show no real necessity for it. So much for number two.

Can our workmen be improved by means of a good Horological School? We think they could, provided that the school was fully up to the mark, had the right kind of instructors and was careful to give diplomas *only* to those who could pass a thoroughly satisfactory examination.

Water naturally seeks its own level, and if the standard of such an institution were as high as it ought to be, it would certainly bring its graduates up to a very much higher plane than now occupied by our ordinary Canadian watch repairers.

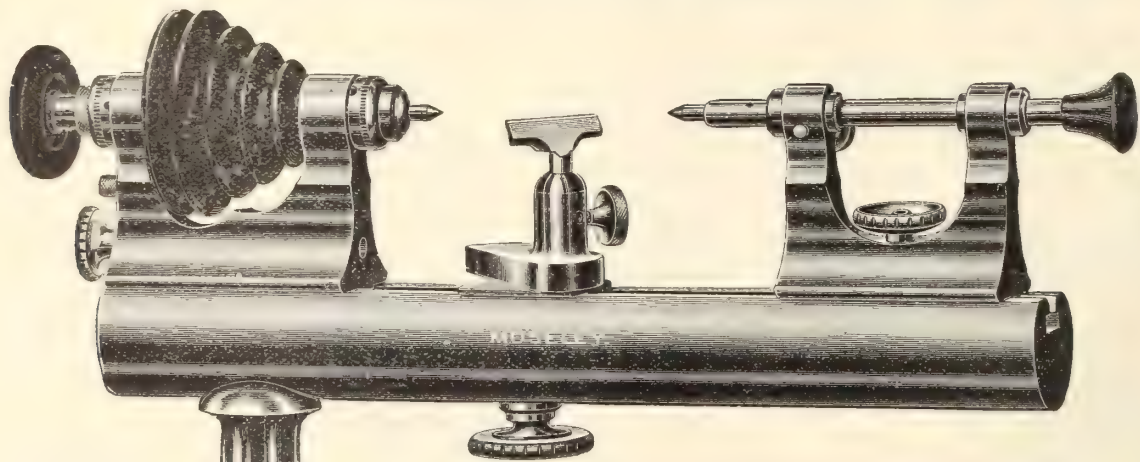
A diploma from a first-class horological institute would be worth money to any journeyman watchmaker, or even to the retail jeweler, just as soon as the trade of the public found out that the holders of them were in the front rank of their profession.

This is a question about which much can be said, and while we have briefly outlined our views on it, it has been done more with a view of provoking discussion amongst our retail jewelers, who are the parties chiefly interested, than anything else. This is a live question to every one of them, and Mr. Moffat deserves the thanks of the trade for bringing it again before them. "What shall we do with the botch?"

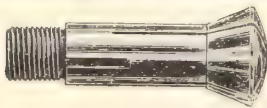


QUALITY IS THE STANDARD OF VALUE.

WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 Lathe $\frac{1}{2}$ Size.



No. 1 x 2 WIRE CHUCK.

All our Chucks are stamped "Moseley" on the face and warranted.
Out of Chucks Full Size.

Note. The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

ALBERT KLEISER,
NO. 14 KING STREET EAST,

BOOKS FOR WATCHMAKERS.

Saunier's Treatise on Modern Horology in Theory and Practice.

Translated from the French by Julien Trippin and Edward Rigg, M. A. Octavo, 832 pages, containing 78 wood-cut illustrations and 22 double page-colored copper-plate engravings. Price, post paid.....\$12.00

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Latest edition, enlarged; illustrated with handsome wood-cuts and double-page copper-plate engravings. Price, post paid.....\$3.00

Britten's Hand-Book, Dictionary and Guide for Watch and Clock Makers. By F. J. Britten, Secretary of the London Horological Institute.

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Sole Agent for the Dominion for the Moseley Lathe, -
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THE BIG SIX.

1 DAY.

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Clochette,
Liris,
Nereid,
Boreas,
Boniton,
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TORONTO

HOW DO YOU STAND?



THE risk of being charged with the want of originality, we embrace the opportunity furnished by the present season of the year to again press home to our readers the necessity for an annual investigation into the details of their *own* business.

We have always advocated an annual stock taking. In our opinion a systematic and thorough overhauling of one's business is a

real necessity in this age of keen and oftentimes ruinous competition, if one wants to keep up with the procession.

The merchant who does not make a yearly investigation of his business so as to find out the weak points, is almost certain to come to grief sooner or later,—generally sooner.

In order to effect a thorough mastery of the state of one's business, we know of no better way than for a merchant to take stock carefully at the same period each year. This done and his books properly balanced, he is in a position to say whether or not he has made money during the past season. If he has made money he can readily find out during this investigation which have been his best paying lines of goods, and which have paid him the least profit, or it may be none at all.

The lessons gained from the business of past years can thus be utilized for future benefit, and he must be a dullard indeed who cannot gain wisdom and reap profit from the experience thus gained.

In no department of business can this be more quickly seen than in a merchant's book accounts, and nothing will help any business more than for him to make a habit of going carefully over all such accounts every month, and making a real effort to collect them. All business men of large experience will tell you that an account is never so easily collected as when it first becomes due, and that every day it is allowed to run after that time the less chance is there of its being paid in full. We don't think it ever does a merchant any harm to be known as a man who wants his money when it becomes due. While such a business method may repel those who dislike to be asked to pay their debts, it will on the other hand attract those who like square dealing and straight up and down business, and who don't want to be made pay for the bad debts of other people.

If any of our readers have in the past been neglecting the collection of their accounts and simply taking what money their debtors have been pleased to pay in whenever they felt so inclined, we trust they will try the experiment for the present year of looking after their accounts and collecting them as promptly as possible without being offensive. We think one year's experience will induce them to continue the practice as long as they remain in business.

Another and equally important point that can be gained from these annual investigations is the knowledge of what bad and unsaleable stock a merchant has on hand.

As a rule, when an article gets slow or practically unsale-

able, it is pushed out of sight, and its chances for selling are therefore very much worse than they formerly were.

This is clearly not good business, for it is almost certain that, if persisted in, that merchant's stock will eventually be little else than a collection of unsaleable goods. We know of more than one solvent merchant to-day whose surplus consists almost entirely of old and unsaleable articles, which are taken in stock year after year at a fictitious value, and which if turned into cash would not realize twenty five cents on the dollar. Such merchants, it is needless to say, are cheating themselves with the idea that they are well off, whereas as a matter of fact, if they were wound up many of them would not be able to pay their liabilities.

In our opinion, as soon as stock becomes slow it should be brought more prominently into notice, and so reduced in price as to attract the attention of buyers. If such goods can be got rid of at anything above cost, so much the better, it is clear gain, but if not they should be reduced below cost, if needs be, so as to turn them into money.

A dollar bill that a merchant can use to purchase new, attractive and saleable goods, is worth more to him than two dollar's worth of old and unfashionable stock that he has got hidden away on his back shelves.

Did we say worth double, we should have said worth ten times more, and then we should have been under the mark.

The cleaner and fresher merchants can keep their stock, the better their trade will be, and the more certain they are of making money out of what they have to sell. We know that many jewelers are averse to reducing prices, but if an article goes out of fashion and won't sell at the regular price, the sooner it is placed on the "bargain counter," the more money will be made out of it.

The above suggestions may not commend themselves to everybody, but they are the result of experience, and well worthy of a trial by our readers.

CORRESPONDENCE.

WANTS TO KNOW.

Editor TRADER—SIR:



I would like some of your readers to tell me how to remove electro gold plating from solid silver without injuring the silver.

Yours truly,

Thorold, Ont.

IMPROVER.

FINDS IT USEFUL.

Editor TRADER—SIR:



HAVING always been accustomed to reading THE TRADER, and finding it very useful, before coming here to start business, I wish you would favor me with a copy. I remain, yours respectfully,

ERNEST H. MANN.

Niagara-on-the-Lake, Jan. 12, 1890.



SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

Every Piece is Stamped Thus.

TRADE MARK FOR



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All our Flat-Ware bears this Trade Mark

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KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN
EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

FACTORIES : WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

READS IT WITH PROFIT.

Editor TRADER—Sir :

I HAVE read THE TRADER for a number of years with pleasure and profit, and hope it may always be the success it has been. Wishing you many years of prosperity.

I am, yours respectfully,

A. J. GRIGG.

Ridgetown, Ont.

BROKEN DIAL FEET.

Editor TRADER—Sir :

IN REPAIRING Swiss and "old style" American watches, in which the dials are secured by pins passing through holes in the dial feet, or by screws engaging with notches cut into their ends protruding above the pillar plate, the workman not infrequently meets with a dial foot which has been broken off so that it does not reach over the level of the plate.

Of course a job cannot be considered well done unless the dial is properly adjusted and the post made to answer its purpose. A good way to do this is to introduce a screw from the circumference of the plate inward to meet the foot, as in modern American watches. But as the accomplishment of this takes considerable work and time, and as the feet are not always conveniently situated, other means are sometimes desirable.

Stretching the foot so as to bring it to its original length so that a hole may be drilled or a notch filed into it, will be found to answer every purpose. The easiest and safest way to do this is to grasp the foot operated upon between the jaws of a pair of round-nosed pliers, pressing them firmly together and repeating this on different points and from different sides until the proper length is attained, always being careful not to let any part of the pliers rest on the dial while the pressure is being performed, lest the foot be bent and the dial broken.

In this way the foot may be stretched a sixteenth of an inch or more without encountering any risk.

January 16th, 1890.

AD REM.

WE MOSTLY AGREE WITH YOU.

Editor TRADER—Sir :

ALWAYS find your paper contains interesting reading for me, and I hope some time to be able to pay my subscription to you for the benefit you have conferred on me, as I look upon it as a debt, although you send it to me without charging me, still I know I am in your debt, because I have value received.

I have read with interest your opinion on the tariff of this country, and although I am not a Tory or a Grit either for that matter, I can see good logic in your arguments, which I believe certainly are directed for the honest good of this country and the people thereof.

I just wish to ask you one question, and I know that the

newspapers and people had better be asking their contributors and fellow citizens this question than any other question. It is your opinion on our Money System?

Did you ever notice how a person who is hard up for money will drop his feelings to hard pan on the introduction of this question.

I notice lots of people send for THE TRADER, and I think I remark how few say, please find enclosed my subscription \$—.

I call your attention to these facts and occurrences, wishing to know if the Money System is not the real root of the weakness of Canada as compared with the United States.

Is there a journal as good as THE TRADER, given free to subscribers without subscription in the United States?

Mr. TRADER, the curse of Canada is want of money, it's neither mean principles, poor climate, lack of resources or lack of goods. It's National Money as well as National Policy that Canada wants.

This is a long letter that I am writing you, and I must say with poor cash inducements for you; but you have asked, what is thought by retailers to be the great want of the honest retailer? and I am trying to tell you it's *Cash*; we want our customers to have it; I as a retailer of ten years' standing in Canada want cash, and am willing to work eighteen hours a day for it.

If we had a national bank system like the United States, Canada would keep her increase instead of paying it to foreigners and runaway debtors.

Hamilton, January, 1890.

CHRIS. MOODY.

PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

THE ANGLE-METER.—CONCLUDED.

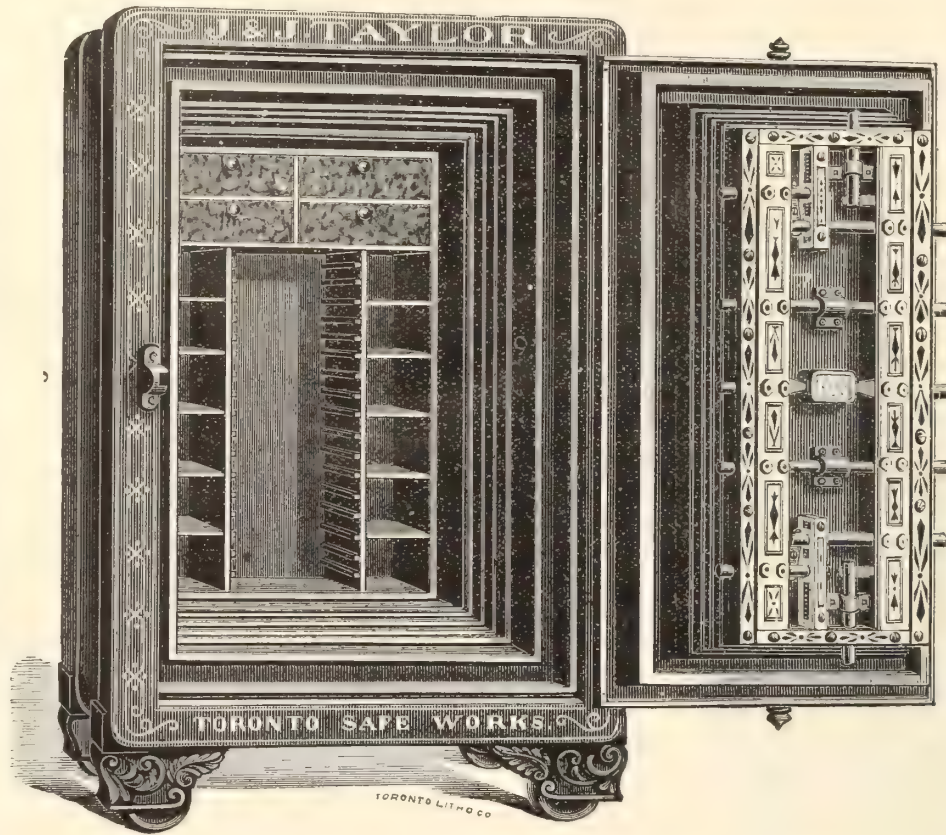
(453) You now move the balance around till the lever fork rests against the other bank, and the ruby pin against the other side of the notch, and the pointer, *e*, will show the angle through which the ruby pin is in connection with the lever fork, (405,) to the quarter of a degree. To find the angle during which the balance receives impulse from the fork, turn the balance till the tooth of the escape wheel arrives at the beginning of the driving plane of the pallet, and the number of degrees from that point till the tooth drops from the delivery edge of the driving plane is the impulse angle, or angle through which the lift of that pallet drives the balance. By testing the other pallet in the same way, we find if the lift is equal on both pallets. It is well to repeat this test with several teeth, as any want of truth in the teeth, or in the concentricity of the wheel, may make an apparent difference in the roller angle,—any such defect in the wheel being so magnified by the pointer as to be clearly seen.

(454) To test the different parts of the lever, the movement is adjusted to bring the pivot of the pallet arbor exactly under the point of the arbor of the angle-meter, and the lever fork pointing to the scale, *D*, and there fastened. An arm, *I*, with a suitable claw, is inserted so as either to rest against (445) or clasp (450) the outer end of the lever fork, in any way that may be most convenient in that particular instance. The first thing to be done is to find the play of the pivots in their jewel holes. Turn the balance around so that the ruby pin does not touch



SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S
NEW STYLE
JEWELERS' SAFE,



WITH
DOUBLE TONGUE AND GROOVE
FIRE-PROOF DOORS.

J. & J. TAYLOR, TORONTO SAFE WORKS.

IN ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers use, combining the advantages of first-class

FINE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

THE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

J. & J. TAYLOR,

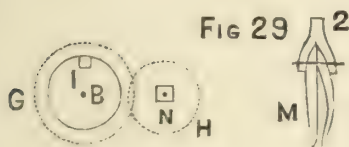
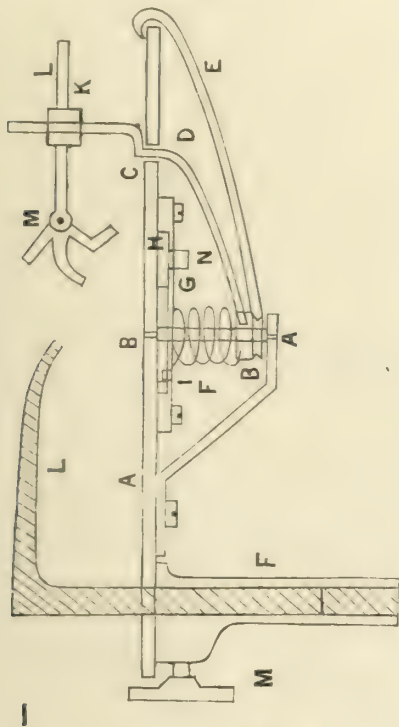
TORONTO SAFE WORKS,

117 and 119 Front St. East, Toronto.

the fork. The pressure of the escape wheel then forces the pivots of the pallet arbor to one side of their holes,—the fork resting against one of the banks. Turn the pointer to the *O* on the scale, then press the arbor with some tool so as to force the pivots to the opposite side of their holes, and the pointer will show the amount of play.

(455) To measure the banking play, the ruby pin being still away from the notch, let the fork rest against one of the banks, turn the pointer to the *O*, then press the guard point against the roller edge, and the pointer shows the banking play

Fig. 28.



in degrees. As the lever and pointer have the same centre of motion, the pointer will give the actual angular movement of the lever in all these tests. By turning the balance around, a little at a time, we can find if the banking play is alike in all positions of the roller.

(456) To find the play of the ruby pin in the notch, bring the pin into the notch, hold the balance still, and wiggle the fork by placing the finger on the end of lever, *d*, when the pointer will show the amount of play the pin has. If the pressure on the fork during this test is considerable, or in the right direction, this measurement will include the play of the pivots in their jewel holes. Supposing this measurement to be $\frac{1}{2}^\circ$, which is as much as it should be, this amount must be added to or deducted from the measurements in the following tests, as will be seen. If the play is greater in some positions of the balance than in others, it should be least where all the parts of the fork and roller action are on the line of the centres (420), and in that position it should be $\frac{1}{2}^\circ$, as above stated.

(457) To find the locking angle, or distance the escape wheel tooth moves up the locking face of the pallet, turn the

wheel, *h*, Figs. 28 and 29, to cause the arm *l*, to press against the lever fork, then hold the fork against the bank, and let the ruby pin rest against the inner side of the notch, as described in section (452); placing the pointer, *e*, at the figure *O*, on the scale. Now move the balance slowly around till the tooth passes over the corner of the locking face on the driving plane, when the pressure of the escape wheel will cause the fork to jump forward so that the other side of the notch will rest against the ruby pin. The pointer, therefore, indicates the unlocking angle, and the play of the ruby pin in the notch in one sum. Deducting the amount of the latter, ascertained as in section (456), which we will say is $\frac{1}{2}^\circ$, we have the unlocking angle alone.

(458) To find the lift of the pallets, we either note the figures at which the pointer stands at the instant that it jumps forward, as in the preceding section, or we hold the balance perfectly still at that place, while we turn the pointer again to the *O*. Then turn the balance onward till the tooth drops off the discharge edge of the driving plane. In the former case we deduct from the figure shown by the pointer, the unlocking angle, and to the remainder add $\frac{1}{2}^\circ$ for the play of the ruby pin, which gives the lift, or angular movement of the fork caused by the passage of the tooth from the front to the rear corner of the driving plane. But if the pointer had been moved back to the *O*, we add $\frac{1}{2}^\circ$ to the distance moved by the pointer from the "jump," to the drop off the pallet, and get the same result. In moving the balance for these tests, a piece of folded paper should be placed between its rim and the plate of the movement, or some other similar means adopted for causing the balance to move slowly, no faster than desired, and to stay where it is put. If the paper is used, the pressure exerted on the balance should arise from the *unfolding*, not from wedging in of solid paper. When the upright-holder is a part of the tool, the bristle-carrier, (60,) (61), may have a bristle adjusted to press on the balance rim with sufficient force to prevent too easy motion.

(459) The preceding method gives the lift of the pallet with a pointed-tooth wheel. But when the lift is made up by the action of driving planes on both the tooth and the pallet, as with club tooth wheels, the foregoing test gives the total lift produced by both. But they may be separated. The distance moved by the pointer from the "jump" of the fork above mentioned, to the arrival of the back edge of the tooth at the front corner of the driving plane of the pallet, with $\frac{1}{2}^\circ$ added, gives the lift caused by the driving plane of that tooth. The distance moved by the pointer while the back edge of the tooth passes over the driving plane of the pallet, till it drops off, is the lift produced by the pallet alone.

(460) To find the run of the tooth on the pallets, when the tooth drops off either pallet on the other, notice the figure on the scale, then move the balance on till the fork rests against the bank. If the tooth, when dropping, lands safely on the locking face, as it should do, this run or extra motion of the fork should be very slight in fine movements. In coarsely made watches, more allowance is required, for poor fitting of the pivots in their holes, etc., but $1\frac{1}{2}^\circ$ is as much as good work will allow.

(461) To test the depth of the wheel and pallet action, we observe very carefully the figure on the scale, when the



UNIVERSITY FEDERATION OR INDEPENDENCE, WHICH IS IT TO BE?

We hope that while our Methodist friends are arguing this knotty question, which we trust will be amicably settled, they will not forget that while Universities may come and Universities may go, Thayer's Watches go on forever. In fact they are going so fast (in a selling way—no pun intended), that we can't get up to our orders.

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tooth drops, as above, hold the balance perfectly still, and note the position of the tooth on the pallet. If the tooth did not reach the locking face as it should, but dropped on the corner or on the driving plane, of course the depthing or pitching is too shallow, and should be corrected. If it strikes on the locking face more than $\frac{1}{2}^\circ$ above the corner, the pitching is unnecessarily deep, but may not be injuriously so, unless excessive. To find the amount of the depthing lap, when the tooth drops, instead of allowing the fork to move on to the bank, turn the balance *backwards*, till the tooth slips over the corner of the pallet on which it had just dropped. Then notice the distance the pointer has moved during this operation, which, after deducting $\frac{1}{2}^\circ$, (457), will give the depthing lap on that pallet.

(462) To measure the motions of the escape wheel, its pivots should be brought under the centre of the arbor, and over *B*, there fastened, and a suitable claw adjusted to press against either the inside or the outside of the web of the wheel. Place the lever fork against the bank, the pointer at the *O*, and move the balance slowly till the point of the tooth reaches the front corner of the driving plane of the pallet. The pointer thus far has shown whether there is any backward motion or recoil of the tooth while passing over the locking plane. While the tooth is passing over the driving plane, the pointer shows the angular motion of the wheel during the pallet "lift." When the tooth drops off the discharge edge of the pallet, the distance which the pointer jumps forward gives the amount of the "drop" off that pallet. It is a little difficult, however, to adjust the bearing of the claw on the rim of the wheel, and the friction of the ring of the pointer at its centre, to prevent the shock of the drop causing some slipping of the parts, either of the claw on the wheel or of the pointer on the hub, and giving a greater motion of the pointer than it should have been. It can be done by care, but this test is seldom necessary unless uncommon accuracy and exactness are required, for some special purpose—as the equality of the drops off the two pallets can be determined closely enough by the eye alone, after a little practice. If we wish to measure the amount of the play of the wheel in the pallets, we place between the lever fork and the plate, some folded paper or a slice of soft cork, to hold the fork firmly except when moved by the balance, as already described. At the instant of the drop just mentioned, the paper or cork should hold the fork and pallets still, while the wheel is wiggled backward and forward, by touching the upright end of the lever *d*, or with the tweezers, and the pointer will show the amount of freedom it has in the pallets. In all the foregoing tests, the mainspring is supposed to be wound up, and pressing the escape wheel and the lever forward.

(463) It will be seen that, by this instrument, with care and delicacy of touch, every part of the escapement motion can be easily and accurately measured. Nor must it be supposed that it is a task requiring much time, for, as is usually the case, it takes very much longer to describe the operation than to perform it. A very few moments will suffice to test every part, and make a note of each item on the note book, which should always be kept handy on the bench, for such purposes, instead of trusting everything to the memory. Different tests of the same thing can be closely compared, and the results are always preserved in a trustworthy shape, for present use or subsequent

reference. Before leaving this subject, I would say that Fig. 28 is not drawn to scale, but shortened up, and everything omitted except the parts necessary to give an idea of the construction. The lever and pointer are made of tempered steel wire, small and light, yet stiff.

THE DUPLEX ESCAPEMENT.

(464) In addition to the directions already given, in treating on other escapements, for testing and correcting the condition of the hair spring, the balance, the jewels, the pivots, etc., there are some additional points about them specially important in the duplex. The hair spring should be stiffer than with the cylinder or detached lever escapement, in order to have proper control over the vibrations of the balance, and prevent it "galloping" or tripping under casualties of riding, jaring, etc. For a similar reason, the balance requires to be heavier than with the other escapements. The play of the pivots in their jewel holes should be very slight, not exceeding $\frac{1}{8}$ the diameter of the pivots, because the working of the parts into each other is so shallow that any change in the position of the movement, and of the pivots in their holes, would greatly affect the action of the escapement, and derange the rate. As the action of the escape wheel presses the balance pivots against the sides of their jewel holes very strongly, the jewels should be as perfectly polished as possible, and every care taken to assure the retaining of the oil upon the pivots. Steel teeth acting upon a ruby roller, or a ruby pallet on the impulse finger, should be kept well oiled, as the action of the oil when changing or dried up is apt to cause a roughening or cutting of the jewel, as well as of the teeth. The roller and notch are always oiled. No oil is required on the pallet when made of steel or ruby, with a brass escape wheel, but a steel or ruby pallet with a stub wheel should be well oiled. We oil the roller by putting the oil on the points of the long or repose teeth, but put it on the finger or pallet to oil the impulse teeth. See that the wings on the balance rim are tight, as a change in their position will alter the poise of the balance, and also affect the rate, besides being liable to hit some adjacent part of the works.

(465.) See that the points of the long teeth clear the fourth wheel pinion, that they do not rub on the centre part of the fourth wheel, nor on the bottom of their sink; that they work in the notch of the roller jewel, neither too high nor too low; that the end shakes of the balance staff and escape wheel cannot change so that the teeth will run so high as to touch the staff above the jewel, or so low as to touch the washer below. Also that the notch is clear of wax and dirt through all the range of the teeth up and down, as well as the entire exterior of the roller. If there is any cement in the notch, pick it out with a fine brass point. The points of the long or repose teeth should be very thin and well polished.

THE TENSILE strength of a wet rope is found to be only one third that of the same rope when dry, and a rope saturated with grease is weaker still, as the lubricant permits the fibres to slip with greater facility. A rope 25 feet long will shorten to 24 feet on being wet.

A LUMINOUS PAINT composed of oyster shells and sulphur, which absorbs light by day, and gives it forth at night, is manufactured in Europe. It is said that a railway car in England which had its ceiling painted with it, was so brilliantly illuminated that one could see to read a newspaper by it during the darkest night.



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MAKING AND REPLACING THE BALANCE STAFF.

PRIZE ESSAY BY C. E. BILLINGS, LONDON, ONT.

CONCLUDED.

AS FOR the end of the pivot there is considerable controversy as to how they should be finished and shaped. Some workmen claim that a pivot left only slightly round will give better

results than when they are entirely round, and in some watches either one or both pivots are found perfectly flat, which is usually done to correct certain position errors. I generally finish my pivots slightly round.

In rounding a pivot a highly polished burnisher is used, and always begin from the edge to the centre of the pivot, for if it is polished from the centre to the edge a burr will be found which will sometimes give trouble.

After the pivot has been satisfactorily finished, take the square edged polishers and proceed to polish the shoulder at the root of the pivot, and at the same time face the top of the hair-spring shoulder, if it has been left square. First use your steel polisher and oil stone dust to remove any graver marks and follow with the bell metal polisher and crocus-antimony and finish with diamantine and then burnish.

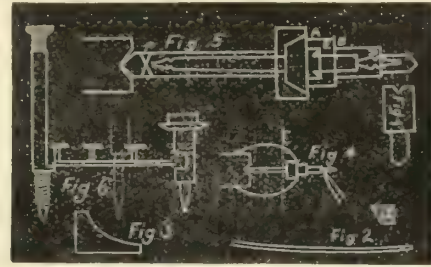
Now if the end of the hair-spring shoulder has been left flat, you will see the object in having the polishers curved. Should the edges be left flat, not one man in a dozen could polish or face the shoulder square, as in the to and fro motion it will be found impossible to avoid a side motion also. A few experiments will be required to obtain just the right curve to suit, for some require more than others, and few workmen can use a polisher other than their own. Also do not have the side filed at too great an angle, for if such is the case, ridges and streaks will be formed on the faced surface. The shaded piece A, over Fig. 2, which is a view of the end of the polisher, is cut at just about the proper angle.

The hair-spring shoulder may also be polished in the same manner, if desired, but I never do so unless it is a chronometer or other fine staff.

The little notch at the foot of the pivot may now be cut with a small and very finely pointed graver. Do not cut it so deep as to weaken the pivot, and do not get it too far below the pivot.

We now have one end of the staff complete. Now carefully turn off the shellac about as far back as the line E, Fig. 4, and turn down the centre or hub of staff to proper size and cut back from left hand side to proper thickness, and then with the flat polishers proceed to polish the outside of the hub; then turn off the shellac, gradually turning the staff true as you go along until it is cut back far enough for the length of the

roller end, or about as far back as F, Fig. 5; cut it off at this point and preserve as fine a point as possible as it is to be used as a centre.



My reason, no doubt, is quiet apparent now, in not being very particular whether the rough staff run exactly true or not, for we have turned a staff almost complete without removing it from the lathe, and we are certain that it is absolutely true.

After cutting off at F, Fig. 5, remove the large centred chuck and substitute one with a fine centre which we will proceed to turn off and catch a new centre. Fasten the finished end of the staff in the lathe, and be sure and get it absolutely true, which will be a very easy matter provided you have centred your chuck correctly, and afterward turn down to fit the roller. Be careful to keep the face of the hub as square as possible. A very slight taper is necessary in that part which contains the roller. The roller should slip on very easily about three-quarters of the distance up the staff, and a slight tap should be sufficient to drive it home. It must fit perfectly rigid, and yet be able to be readily removed without straining the staff.

The pivot should be turned in the same manner as the previous one and then polished nicely. Great care must be taken with the hub, as it looks well to have it nicely polished.

Now remove from the lathe and boil off the shellac in alcohol or allow it to remain in cold alcohol for a few minutes till the shellac dissolves; then remove and clean, which will finish the job, and if you have taken your measurements correctly and taken pains with your work, you will have a staff equal to the original and absolutely true.

To place it in the watch is a matter of no small importance, although with a well fitted staff it will be easily done.

Stake on the balance wheel, using an improved staking tool and a flat faced punch with a hole through its centre, which will just fit over the hair-spring shoulder and cover the rivet for the balance wheel well; one or two taps with the hammer will be sufficient to hold the wheel well on.

Place the lower jewels in position, and if convenient leave the top cap jewel off and try the staff with wheel in the watch and screw down the balance cock; the top cap jewel being off, it will admit of a good observation and should the pivots be too long, the exact amount can be seen and remedied, but if the error amounts to very much do not take it all off one pivot, but place in the lathe and take a little of each and finish ends of pivots as before.

After staking on the wheel, if the latter is in good condition, it will hardly need any truing. It should run perfectly true, both on face and edge, or nearly so. However, should it not run true, it should be placed in a pair of jeweled calipers and so trued.

The wheel must be trued up or down as circumstances



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demand; and if the wheel requires much bending, use brass lined pliers which will not interfere with the rims or screws; but, if possible, never use anything but the thumb and forefinger in truing a fine compensation balance. Some little practice is required to do such a piece of work, however, but it will pay in the end for all the practice it takes. When the wheel is perfectly trued, the roller may be staked on, using a special punch for that purpose, after which the hair-spring may be placed in proper position; and, if these directions have been carefully followed, your staff will work all right, and test it as you will, it will be absolutely true in every sense of the word.

And now for a word or two on pivoting.

Everybody, I suppose, knows what it consists of, but how few there are who can take a fine staff, pivot it, and hand it over to one of his colleagues for inspection and not have something to say about one thing or the other not being just right.

In the first place, the broken staff must be accurately centred in a finely centred chuck, and then the end should be smoothed off, but no more than enough to present just enough surface to catch a centre with a fine graver point, and do not cut the centre any larger than the diameter of the drill to be used.

Should the shoulder at the root of the pivot be very small in diameter and inconvenient to drill with a small drill, it may be turned off even with the hair-spring shoulder and a hole drilled of sufficient size to hold a plug from which a new shoulder and pivot can be turned. I generally use needles for plugs which have been tempered to the proper degree. In filing them into shape do not taper them too much, for they are almost sure to split the staff when driven home or will be very apt to work out of the hole while being turned. Get the taper to be almost imperceptible or rather have them parallel than too tapering.

Never draw the temper from the staff. If the graver can be made to cut the centre very readily, there is no reason why a drill could not be made to cut, for if the graver can be made hard enough, there is no reason why the drill cannot be made just as hard or harder. There is more trouble caused by badly sharpened drills than poorly tempered ones. A drill will retain its edge and cut better if petroleum or turpentine is used as a lubricant.

In handling very fine compensation balances, care should be taken in every respect. Do not heat it sufficiently to draw the laminated arms closely together, and above all, do not attempt to drive the staff out, and of course you cannot cut away the rivet without spoiling the staff, which would not pay when only a pivot is required. With such a balance, I prefer to pivot both ends when both pivots are broken, as the watch, no doubt, has been rated with the staff and balance as they are. In removing the roller and hair-spring, always place them back in the same identical position as before. In pivoting both ends, the balance remains intact on the staff and the rate is undisturbed, provided the pivots are truly centred, and when properly done it cannot be detected.

Such staffs are usually pretty hard, and oftentimes it is a hard matter to drill them. I generally use, at first, a drill hardened in the ordinary manner, and if I am unable to make it work, I then try a drill hardened in petroleum, which will generally produce a drill hard enough, but should that too

prove ineffectual, I use one hardened in mercury, which will produce the hardest kind of drill. I use the latter as a last resort, however, as they are rendered very brittle and a small drill is liable to break off in the hole.

It is very troublesome at times to harden a very small drill as they cool before they can be plunged. I place such drills between two steel wire jaws, heat them and plunge the whole into whatever I decide to harden it in.

In inserting a new pivot, measurements must, of course, be taken for length, and the first thing to be done after the insertion of the plug is to stone it off to proper length and then turn it true and finish. Never attempt to cut the end of the staff to conform to the pivot which you are turning, but when you start to turn, begin just where the staff leaves off and the plug begins, and make the pivot conform to the staff.

A word now in regard to cylinders and I am through.

In most cases of broken cylinders, we usually have the upper half, and the lower and most important part is missing. We all have our own pet methods for such a job, and it is a job that many dislike very much, but I would much rather put in a new cylinder than a new staff, for I can do it more quickly and get as much or more for it.

We first, as in measuring for a new staff, measure the total length first, and then measure the length of old cylinder from the under side of hub to end of top pivot and the difference between the two measurements will give the length of lower part of cylinder and pivot, and this will be of some use as a guide in selecting an unfinished cylinder of proper length.

Having selected a cylinder, we proceed to centre it in the lathe in a finely centred chuck, leaving the lower end exposed. Turn the lower pivot first; then finish off the lower plug, and, if necessary, turn off any surplus body or shell from the lower part of the cylinder, as necessity demands. For obtaining measurements, such as would be required on this work, a little tool, such as that shown in Fig. 6, is required. It is a long screw having a long pivot at one end which enters the lower jewel hole and rests on the cap jewel, and the brass tube into which it fits is shaped like a small shoe at its lower end. Its application and use may be readily perceived by a study of the drawing.

After the lower end is finished the shellac is turned back as in turning the staff and the cylinder turned true as the shellac is cut away and finely cut off at its proper length preserving as before as fine a centre as possible, after which the cylinder is reversed and finished.

In pivoting, a cylinder is very seldom drilled. The upper and lower pivots are generally the extremity of a plug closely fitted in each end.

In most cases the top pivot may be replaced by resting the cylinder on a stake, the hole of which is of a sufficient diameter to allow of the entrance of the plug, and too small to allow the cylinder to pass through. A knee punch is used, and a few slight taps of the hammer will be sufficient to drive the plug out the required distance for turning on new pivot.

The lower end, however, generally is so short as to require an entire new plug, as its short length will not admit of its being brought out a sufficient distance. The plug should be driven out entirely and a new one inserted which had the pivot roughed out on it. Should there be any difficulty in driving out the plug on account of its being too tight, a few light taps all around the cylinder will generally be sufficient to stretch the cylinder and allow of the ready removal of the plug.



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TORONTO.

AN ENTERPRISING FIRM.

THE removal of the Hemming Bros. Co., Limited, of this city, to their new quarters on York Street, a few doors below King Street, is an event of more than passing importance, for it not only marks an era in the history of a firm whose record has been one of unbroken success, but also serves to show how wonderfully the manufacturers of this country have developed under the fostering care of our protective national policy.

It was some ten years ago that the business was started by Mr. Walter G. A. Hemming, the present President of the Company, in a little room on Adelaide Street East, a room so small that it would barely serve to hold the Company's present staff of office hands. The proprietor was young and energetic, and not only quick to find out the needs of the trade, but above all possessed by a quiet determination that whatever articles his little factory produced should be the very best of their kind. His goods soon became so popular that he was compelled to double his capacity and so another flat was added, and very soon he found that the business had outgrown the building, and if he wanted to keep pace with the increasing demand he would have to move into larger premises. This it was which compelled his removal to his well-known premises, 29 Adelaide Street East.

Ere this had been effected, Mr. Hemming finding that he needed assistance, had induced his brother, Mr. H. K. S. Hemming, to enter into partnership with him and the team thus formed was so strong a combination that they quickly sent the business forward with an energy that no difficulty could daunt nor obstacle overcome. Under the joint management of the Hemming Brothers, the new style of the firm, the business so prospered, that in a very short time they found one flat of the premises too small for them and were forced to double their capacity. Even with this additional room they were cramped, and found it hard work to execute orders as promptly as they could wish. On March 10th, 1887, finding that their capital was insufficient for the purpose of developing the business to the extent that they might do, they turned it into a joint stock company under the name of The Hemming Bros. Co., Limited. The first officers of the Company were W. G. A. Hemming, President, H. K. S. Hemming, Vice-President, and John Duff, Secretary, and these gentlemen make a very strong combination; it is almost needless to state that they have held the same positions ever since, to the entire satisfaction of the shareholders.

The proposed opening through of Victoria Street, which if carried out would necessitate the demolition of the building occupied by the Company, compelled them to look about for other quarters, a thing that they had been seriously thinking of for some time, on account of the want of facilities for the development of their business.

After a long and careful search the Company decided to

take a lease of one of the warehouses then in course of erection by the Crompton Corset Co., on York Street. This the owners agreed to fit up for them as desired to suit the special requirements of their business, and the result is that the Company now have one of the best adapted warehouses in the City of Toronto. The accompanying engraving will give our readers a very fair idea of its exterior.

The basement of the new building is used exclusively for the packing and shipping of goods and affords every facility for these purposes.

The ground floor has a couple of large and well lighted offices at the front, the rest of it being used as a showroom. The show cases in this department are original and novel in design and were constructed by the Company on the premises.

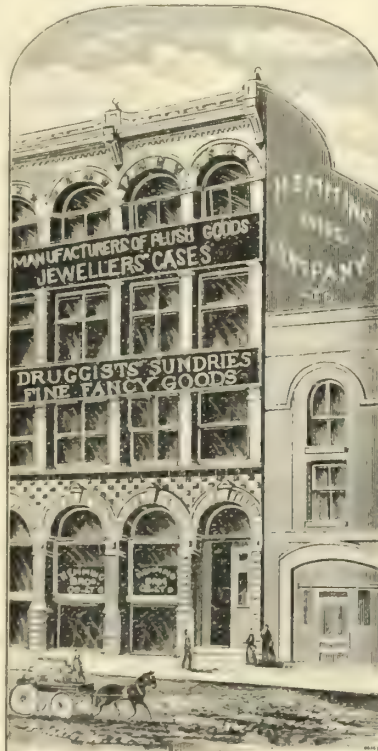
The first floor is used exclusively as a stock room for the storing of manufactured and unmanufactured stock. It is divided into streets of shelves, and everything is so systematically arranged to its class, that the getting out of orders is a very speedy and simple process to those in charge.

The second floor is used as a workshop, and contains the plush, leather and paper working departments of the factory. On this flat are also the printing presses, leather workers, who make solid leather travelling cases, telescope boxes, trunk trays, etc.

The third floor is devoted exclusively to wood and metal working machinery, and everything is laid out with a view to getting out the work with the least handling of the stock used. At one end of the flat is a varnishing and polishing room, where the fine wood work, such as the edges of walnut trays, etc., is polished.

The whole building is heated by steam, so that not only is an even temperature maintained throughout, but all dust and dirt arising from the use of stoves or hot air is avoided. The warehouse is a model in every respect, and our readers should not fail to pay it a visit of inspection when they are in the city.

We wish the Company a long and prosperous career in their new premises.



CHARLES I.'S HOME-MADE RING.

The diamond signet ring of the ill-fated Charles I. of England is of immense intrinsic and artistic value. It is supposed to be the handiwork of the monarch himself. He was known as a skillful artificer in gold and silver, and much of his leisure was devoted to this congenial occupation. On the seal was graven the coat of arms of Great Britain and the monogram of the King.

At the demise of Charles it passed into the possession of his dethroned son, who, during the time of his banishment in France, was reduced to such straitened circumstances that he was forced to part with the precious relic of his father. It was purchased by the well known French traveler, Tavernier, who soon afterward made a journey to the Orient. He exhibited the jewel at the Persian court and the Shah offered him a fabulous sum for the unique jewel, which is preserved with extreme care in the monarch's treasure vault.

Looking Backward,

in 1909, the Trade will appreciate, more than ever, the mutual advantage of having handled first class Gold Filled Watch Cases.

It is one thing to guarantee Cases for a score of years; it is another thing to manufacture only such goods as render recourse to this guarantee unnecessary.

Crescent Cases are warranted to wear for twenty (20) years as a matter of principle, not of policy; and time demonstrates their unequalled durability.

SELECTED MATTER.

THE INVISIBLE JEWELER.



JUST as the morning of a beautiful September day breaks, the streets of Paris are alive with busy people. Here and there are anxious looking men whispering together. Indoors, women draw their chairs closer, and glancing fearfully around, speak in low tones of the new horror. Last night a man had dashed into the hall of Madame la Marquise de St. Omer, and in breathless agitation explained that he had been attacked, and had fled for his life, till chance had brought him to her open door; and in return for her having saved his life, he begged her to accept the jewels he still had with him, and for

which, no doubt, he had been attacked.

Mr. Nicholas Humphrey, an Englishman visiting in Paris, was strolling down a certain street on the morning of which we write, when he met his friend, M. de Faras.

"You are the very man I wanted to see. I want your advice about where it is best to buy some beautiful jewel; for you must know, my dear Faras, that a certain beautiful country-woman of yours has taken my poor English heart captive, and I desire to let her know it by sending her a jewel of incomparable purity and exquisite workmanship. Now, where shall I get it?"

"To us Parisians, there is but one jeweler in the world, and that is Daniel Fosqué, whose sign you see there just beyond the monument. But, *mon ami*, do not buy. Have you not heard of last night's catastrophe?"

"No! what is it?"

"The 'Invisible' has been about again!"

"Who is he? what do you mean?"

"Is it possible that you do not know? Many years ago he came upon us, murdering M. de Seville on his way home from the palace, and disappearing with the jewels he carried. Then followed the Comte de Salle, and a fatal list has succeeded; and only last night a gentleman rushed into the house of the Marquise de St. Omer, having escaped with his life only by wearing a coat of mail."

"But what reason have you for supposing that one man does all these crimes?"

"Because the same stab-thrust, leaving the same awful wound, is found in the left side of every victim alike."

"And you call him the 'Invisible'?"

"Yes, for several times he has killed a man close to the

night watch, who declare solemnly that when they chase him he makes for this part of the city, and actually, when they are close upon him, disappears. Now, my friend, are you still bent upon carrying priceless gems about the streets of Paris?"

"Why, my dear friend, if it is dangerous, so much the better, for it will add to the value of the gift."

"Well, you are warned. I would not do it for the world. When do you see her?"

"This very night. *Au revoir*. I guess I'll go in to interview this goldsmith."

"*Adieu*; I don't like to see you do it, though."

M. de Faras went on his way with a troubled countenance, while his light hearted English friend entered the shop of M. Fosqué. The famous goldsmith was out, but his apprentice, a handsome young fellow of twenty-three, came forward. Mr. Humphrey made known his desire, and asked to be shown the handsomest articles of personal adornment that the store afforded.

"I show you!" exclaimed the young man; "I sell his work? why, sir, it will take you a long day to get him to sell you any of it himself!"

"Indeed! Why, is not the making and selling of jewelry his business?"

"His business, sir, is without doubt the making of jewelry; but, next to that, his chief aim is to avoid selling it."

"In truth, a most uncommon occupation for a goldsmith."

"Ay, but my master, sir, is not a common goldsmith. He is an artist and he loves his workmanship more than money. But here he comes; judge for yourself whether I have spoken truly. Master, this gentleman here wishes to buy some of your work."

"Did you not tell him I would not sell?"

"Yes, monsieur, but he will not go at that."

"Nay, but, good Fosqué, may I not even *look* at that handiwork which is renowned all over Europe?" interposed Mr. Humphrey, with skillful flattery.

Compliments gracefully given always please. The goldsmith brought forth a casket of exquisite jewels, and ungraciously opened them to his visitor's view. A diamond and sapphire bracelet of most perfect workmanship caused Mr. Humphrey to utter an exclamation of delighted admiration; an exclamation which made Daniel Fosqué cry, as if in reply, "I shall not part with that, remember!"

"Would you not let me purchase this to take to England, and show how deserved is your fame?"

"No, sir, I would never let that leave France."

"Well then, M. Fosqué, if you will let me have this bracelet, I will, this night, give it to the fairest lady in Paris."

"What is her name?"

"No, no, my worthy Fosqué, that is a secret."

"Where does she live, then?"

"In this very street, just a short distance beyond the monument. But come, good sir, you will let me take it?"

"If I give it you, will you keep it safe?"

"Safe! what do you mean?"

"I have been told there is a nimble fellow abroad in the streets, who takes my work from drunken fools at nights. Beware of him."



*"Imitation is the
- - - - -
- - - - - sincerest form of flattery."*

A NEEDED WARNING!

In consequence of the large number of spurious cases which are at present being put upon the Canadian market, we desire to impress upon you that this Company does not guarantee any case, whether of Gold or Silver, unless it bears their well-known trade mark of the "MALTESE CROSS," as shown herewith. By buying cases stamped thus, you will not only save the entire duty levied by the Government on imported goods, but get an article, the quality and workmanship of which, is guaranteed by

Yours truly,

THE AMERICAN WATCH CASE CO.
OF TORONTO.

OUR REGISTERED TRADE MARKS.



When you purchase an 18 K. Gold Case examine it thoroughly and see that it bears this Trade Mark. We guarantee no other.



Every 14 K. Gold Case made by the A. W. C. Co., bears this well-known Trade Mark. Look for it. We guarantee no other.



Our "Lion" Gold Cases are universally admitted to be the best cheap Gold Case ever made. None are genuine without this Trade Mark. Look for it.



With the exception of our N. P. every Silver Case we manufacture bears this Trade Mark. No others equal them in quality. If they bear this impress you will be safe in buying them.



Our "PREMIER" 14 K. Gold Filled Screw Dust Proof Case is the cheapest and best in the world. You are perfectly safe in guaranteeing them to your customers and there is money in them for you.

*The only absolute guarantee of quality
is the Integrity of the Manufacturer.*

"I will. But how is it that this horrible murderer attacks only those who have your jewelry upon them?"

"Is it so? Is there such taste in the rogue?"

"So I have heard. How do you suppose he knows who carries your work? For it seems a man may carry a doublet full of other goldsmiths' jewels undiscovered and unmolested."

"Young men are all braggarts. All Paris knows when one of them has got a thing from me. Therefore be warned."

"I will be careful; your price, M. Fosqué?"

"It is worth three hundred louis d'ors."

The Englishman threw down the amount, and taking the bracelet in his hand, hurried from the room before the jeweler had time to change his mind. No sooner had he gone, than Fosqué seemed to become half-crazed with regret.

"To think that I should have been befooled like this! What do I care for his wretched money. He has stolen my work! Ah! it drives me—God knows where! I must have it back! I tell you, he has stolen it, and I will have it back!

* * * *

Night came. M. de Faras, distressed on his friends' account, had gone to M. Sargrais, Chief of the Police, and told him to have the watch on the alert in the neighborhood of the monument. This monument was a large marble structure which stood in the centre of the roadway near Daniel Fosqué's house. About three feet from the ground were statues representing the four seasons, set in niches in the marble. This fine piece of sculpture had been presented to the city by the goldsmith himself, on condition that it should stand on the corner near his house; and it was set up under his own supervision and direction.

Three watchmen were talking together in subdued tones near the monument.

"It's ugly work, this, chasing apparitions," said one.

"Only dead men can run upon air without touching the ground, and go through solid walls," replied another, shuddering.

"Ay, it is a dead man," responded the first, "for some have heard its bones rattle as it runs!"

"And one of the watch in the next quarter, swore to me that once, as he pursued it, the thing turned its head; and he perceived in the moonlight, that it had no eyes in the ghastly sockets, and no flesh over the grinning teeth."

"Hush!" exclaimed the third watch, who had been casting fearful glances about him, "what is that?"

"It must be some revelers returning from a banquet. Come along, men, we'll go and guard them home."

Glad of an excuse to leave the haunted spot, the guards, keeping close together, hurried after the men whose voices they had heard. Scarcely had they passed out of sight, when the figure of a man, wild-eyed and haggard looking, appeared, one could not have told whence, and looking cautiously about, ran noiselessly up the street, and vanished as suddenly as he had appeared. Now a sound breaks upon the absolute stillness of the night. It is the creaking of the door of Daniel Fosqué's house. Stephanie, the goldsmith's daughter, and André, his apprentice, appear in the open door-way.

"Oh! but you *will* take care of yourself, won't you André?" the girl is saying. "You are sure you have nothing about you

to tempt the robbers? Do look once again in all your pockets before you start."

"Start! why you talk as if I were going a journey to Jerusalem, when I am only going ten doors up the street. Now, go in, sweetheart, and when I give three raps you will know I have come back," answered the young man, kissing Stephanie's rosy lips.

"Whatever you do, don't knock too hard, or you may wake father up, and he would be very angry with you for going out at this time of night. Now, don't be long, I shall be uneasy until you return, remember."

As Stephanie closed the door, André heard footsteps on the opposite side of the street, and presently, by the aid of the moonlight, he was able to recognize the Englishman, Nicholas Humphrey, on his way to his destination. Except the hollow sound of his steps on the stone pavement, everything was quiet, and André thought, "I am not in for an adventure this night; yet I may as well follow him at a distance, till he is safely in his mistress' house."

A few moments later, a short scuffle is heard—a smothered cry, a heavy fall, and a groan. Then two men came running down the street. The mysterious figure that we saw before, and André closely pursuing. See! he has him; he has caught the villain by the collar; nay, nay, murderous stranger, no use to struggle now; a strong hand holds you firmly! Turn yourself into brimstone now, if you can. An honest man has got you this time, and you have done your last murder.

"Come out into the moonlight, and let me look at your damned visage. Come out, I say!" André drags his captive into the light. The two men stand and look at each other. The younger gasps and lets go his hold. He is looking into the fierce face of his master! Fosqué, released from his vice-grip, runs round the monument and jumps up. One of the statues silently turns on its pedestal, and he is gone in an instant. André, recovering himself, immediately gives chase. Too late! too late! the "Invisible of Paris" has again vanished, at the moment when he seemed to be in the very hands of his pursuer. André rushes to the door and gives three tremendous knocks.

"Stephanie! Stephanie! open quickly, for the love of God! Quick, run and see if your father is in his room!"

"What do you mean? Of course he is in his room.—Father!" she cries, as M. Fosqué in dressing gown and smoking cap, comes out of his room.

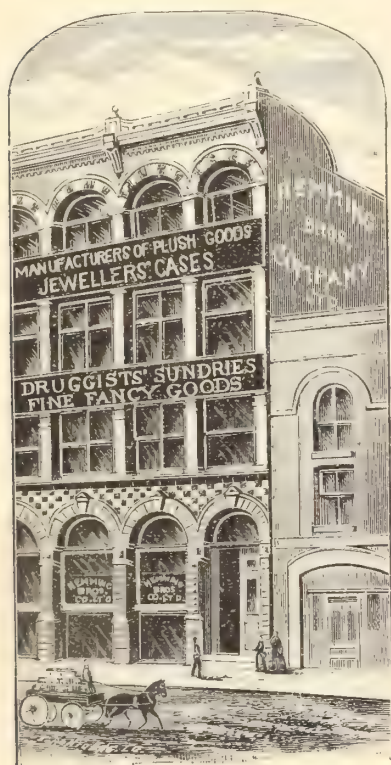
"There, there, my child, don't be frightened—go into the house. Who is this brawler? Who are you, I say? What, my own apprentice! I did not know you walked the streets at this time of night, sirrah. Get you in, and disturb not my rest again. Do you hear?"

* * * *

Next morning master and man went silently to work. André could not make up his mind to expose the crimes of the father of his betrothed. And besides, what proof had he? Who would believe him? What ought he do? Engrossed with such thoughts, the young man was in no mood for talking. Fosqué, working at some delicate chasing, looked up from under his heavy eye-brows, from time to time, at his 'prentice, and his brow grew more and more dark as the day wore on



JEWELERS' CASES AND TRAYS



WITH the increased facilities of our new factory we hope to be able to serve our Customers more satisfactorily than ever.

We are systematizing all around and trying to make improvements in every department.

By carrying in stock a Complete Assortment of Jewelers' Cases Trays and Sundries, and by always keeping abreast of the times in New Lines, we hope to merit a continuance of the favors that have been so liberally bestowed on us in the past.



THE HEMMING BROS. COMPANY, LTD.,
76 York Street, - TORONTO,

WEST SIDE, BETWEEN KING AND WELLINGTON STS.

and the young man spoke no word. At length, the suspense became unendurable.

"Andre!"

"Sir?"

"Is madness, think you, a crime?"

"I believe, sir, it is more often a punishment for crime done by the madman himself or by his parents."

"True. And so he is not accountable. We are so made that the crime of one man is but the malady of another."

"Do you mean, master, that murder is a mere disease?"

"How now, sirrah?"

"You know, sir, who it was that caught you last night, after you killed the Englishman. It is no use to frown so darkly. I could not mistake your features, master."

"When a crime sleeps, wake it not! for the dead cannot reward their avenger. He who pries into a tomb had best beware that the door shut not behind him, and bury him living with the dead!"

At this moment, Stephanie came running into the room. "Father! André! look out of the window. Look! they have turned one of the statues of the monument around, and—oh, see! M. Sargrais and four others are going in behind it! What does it all mean?"

"Master, had you not better be gone?"

"And damn myself by running?"

"Father, look! that panel is sliding back!"

It was indeed true. A panel in the wall slid open, and M. Sargrais, with four guards, entered the room.

"Close the doors and let no one leave the house. Take the torch, and bring in that chest we came upon in the passage. Now, young sir, have we caught you at last?"

"Oh, gentlemen, he has done nothing!" exclaimed Stephanie, rushing to her lover. "We did not know, any of us, of this passage. André, tell them you know nothing of it—tell them so!"

"Alas, I cannot. Gentlemen, be brief. I am ready to confess anything you may require; but this is no place for such things. Stephanie, my dearest, farewell. Master, look to your daughter, she has fainted. Now, men, I am ready."

Fosqué, who till now had stood silent and stupefied, suddenly interfered.

"Can you not see that he is blushing, while I am pale? It is better to blush than to grow pale. Do you mark what I say? The man is innocent! I, I, Daniel Fosqué, have slain all men in the dead of night who dared to rob me of my jewels. But I shall lose them all now! Sirs, the dead are very, very poor. No gold there—no jewels there—no throbbing heart there—no bursting heart-strings there! No love there—no little daughter there! Ah, God, no little daughter there! Shall I show you the knife that did the murders? Look for it in my corpse?"

A quick dagger-thrust and the murderer had become a suicide. The "Invisible of Paris" had killed his last victim, and Daniel Fosqué, goldsmith, was no more.—*The Watch Dial*.

"Pat, you must be an early riser. I always find you at work the first thing in the morning." "Indade, an Oram, sor. It's a family thrait, Oi do be thinkin'." "Then your father is an early riser too, eh?" "Me feyther is it? Fair, an' he rouses that early that ef he'd go to bed a little later he'd mate himself gettin' up in the mornin'."

LADY SMUGGLERS.

IN AUGUST and September the New York papers had very frequent items about Mr. So and So's having been relieved of articles of jewelry he was trying to smuggle into this country. Very few women figured in these reports, but that may have two explanations—either that women are less inclined to make the attempt to defraud Uncle Samuel, or that they are more skillful smugglers than men, and so escape detection in most cases. Judging from the following London correspondence of the New York *Sun*, the latter is the better explanation—the ladies have the smuggling genius.

"The way the Americans prepare for the homeward trip reminds one of what Byron or Bulwer had in mind when one or the other said that all Anglo-Saxons were born smugglers. You seldom meet an American couple nowadays but what you hear the lady say something about her plans for beating the New York customs officers.

"At breakfast this morning I heard one lady say to another: 'I have decided to put all my presents of jewelry in my pocket, and what I can't get in my pocket I shall just drop into my umbrella. I have tried it, and find that I can get rid of all my small and costly purchases in that way.' The lady she spoke to replied: 'Well, that will do very well for the little things, but I have got two mackintoshes, three holdalls, and a dozen boxes of lace handkerchiefs, and I am going to trust to my husband finding gentlemen acquaintances on the ship to carry those things till we get past the inspectors.' Many an American lady is exercising her ingenuity to the utmost in the one direction of beating Uncle Sam, and there will not be many trunk loads landed at the Barge Office in the next three weeks that will not have gloves, laces, diamonds, or knick knacks of one sort or another sewed into the inside of the most ordinary and well worn dresses in the luggage of the fair citizenesses who have been summering on this side of the herring pond. In the meantime the shopping goes on madly, and London, which judges all mankind solely by the extent of its shopping, votes the Americans perfect."

Perhaps Mr. Herbert C. Ayer, the divorced husband of Harriet Hubbard Ayer, could give interesting testimony on the subject of gentlemen's aiding ladies in this delicate business. Mr. Ayer recently came from Europe on the "Eider," forming the acquaintance on the trip of a beautiful Miss Moore. He had an experience when his trunks were examined at New York which suggested that he was playing for his friend the part hinted at by one of the speakers above quoted. Ladies' apparel to the amount of forty pairs of fine kid gloves, twenty pairs of delicately ribbed hose, and six pairs of silk stockings, more than a yard long, were found by the custom house officers and were held subject to the payment of a certain percentage of their cost price. Whether he was utilizing his person for carrying jewelry for the lady was not determined, but perhaps the benefit of the doubt may be given in favor of that hypothesis. *Keston*.

A Smuggler. The early bird. *Puck*. You refer to the English parrot, of course. *Boston Commercial Bulletin*.



NEW HAVEN CLOCKS

AT REDUCED PRICES.

EDMUND SCHEUER, - - - TORONTO.

GOLD.



GOLDEN vessels and jewelry have been found in the oldest Egyptian tombs, and have been brought to light in the excavations in Etruria. As early as the time of Pliny, mercury was used to form an amalgam with gold; and the art of gold-beating is of still greater antiquity, being referred to by Homer. This art probably originated among Oriental communities, where the

use of gold ornaments has always been a distinguishing characteristic; in India, gold-beating is a craft involving much mystery and difficulty. Gold-leaf has been found in the coffins of some Theban mummies in so thin a state as to resemble modern gilding. In modern times, one grain of gold has been beaten out to the extent of seventy-five square inches.

Gold is the only metal of yellow color, and it possesses the rare power of resisting oxydation. When pure, gold is the most malleable of the metals. When very thin, gold appears yellow by reflected, and green by transmitted light. Gold is also extremely ductile—a single grain may be drawn into a wire 500 feet in length. The metal is not easily dissolved; finely-divided gold dissolves when heated with strong sulphuric acid and a little nitric acid.

Gold is found, in nature, chiefly in the metallic state, as native gold, or in combination with tellurium, lead and silver. A native gold amalgam is sometimes found in California; and in South America gold is frequently found in combination with bismuth. The distribution of gold is world-wide. In America, the chief gold-bearing locality is in the West, along the Pacific slope, and embracing the whole distance from Alaska to Mexico, the largest deposit being in the valley of the Sacramento river. In Colorado and Nevada, gold is found closely associated with silver. The chief gold districts on the Atlantic side of North America, are on the Chaudiere river, near Quebec, and in Nova Scotia; and in the South, gold is found in Tennessee and North Carolina. Much gold is found in South America, Africa, and Australia, and some in Asia.

It is not generally known that the United States produces the most gold; then comes Russia, and then certain States of Australia. Much of the produce of Russia is derived from its Asiatic territories.

The most important alloys of gold are those with silver and copper. The natural alloy of silver and gold is called electrum. Among the Greeks rough nuggets of electrum were stamped and used as coins. Gold forms alloys also with zinc, tin, iron, platinum and other metals.

The use of gold and silver, woven into patterns, in the sumptuous textiles of Oriental nations, is of old standing. Such garments are mentioned in Exodus, in the description of the ephod made for Aaron; and, later, in Homer's great epics. It is generally supposed that the art of embroidering and weaving with gold and silver thread originated in India, where it is still principally prosecuted, and whence the art was carried to other Eastern cities. Lately there has been much elegant and expensive trimming of this kind imported from Persia, to supply the demand which the return to the fashions of the

Directory, in France, has occasioned. It is said that the wife of the Emperor Claudius had a robe woven entirely of gold thread. Gold lace is woven on a warp of thick yellow silk. The gold wire used for this and similar purposes is always silver-gilt wire, and the proportion of gold is exceedingly small.

Our Anglo-Saxon ancestors were also lovers of the cloth of gold. Tennyson describes Enid, preparing for her wedding, arraying herself in a dress, "all branched and flowered with gold—a costly gift of her good mother:"

As the white and glittering star of morn
Parts from a bank of snow, and by and by
Slips into golden cloud, the maiden rose,
And left her maiden couch, and robed herself,
Helped by the mother's careful hand and eye,
Without a mirror, in the gorgeous gown;
Who, after, turned her daughter round and said,
She never yet had seen her half so fair.

London Watchmaker, Jeweler and Silversmith.

THE WATCH OF 1310 AND 1889.

Wonderful indeed as is the accuracy and cheapness of the watch of our day, it is one of the triumphs of skilled labor, and is hardly suggested by the first timepieces of the name. It is said that Robert, King of Scotland, had a watch about the year 1310, but the first timepiece worthy of mention appears to have been owned by Edward VI. in 1552. This watch had "one larum or watch of iron, the case being likewise of iron gilt, with the plummets of lead." Evidently this was more like the modern clock than watch. Spring pocket watches have had their invention credited to Dr. Hook by the English, and to N. Huygens by the Dutch. One of the watches made by Dr. Hook had a double-balance, and was presented to Charles II., with this inscription: "Robert Hooke inven. 1658." T. Torpion fecit, 1675." Chronometer watches are now made of the most marvelous accuracy, and are as reliable for determining longitude as the most careful calculation. The originator of this great boon to the navigator was Harrison, who, in 1759, after many trials and failures, made the time piece which procured him the reward of £20,000, offered by the Board of Longitude. A watch can now be purchased for two or three dollars, which is a better timekeeper than the one formerly costing \$1,500.—*Eng. Exchange.*

LIGHT ON THE BENCH.

For night work the so much abused light balls are decidedly to be recommended to the watchmaker; they collect and concentrate all the light with great intensity upon a certain point, and if a shade of pasteboard is placed over them, they shade the eye completely, which is not irritated by any ray of light falling in any other direction. Besides this, all the heat accompanying the light is absorbed, and only the latter is transmitted through the water. When purchasing these globes, choose them of a good size. It is also necessary to have the water crystal clear, which is easily done by dropping a few drops of chemically pure nitric acid into it; the globes are then well corked and set aside for some time, to classify. The clearness of the water increases with its age.—*Ex.*



THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWEL, SIX SIZE, NICKEL MOVEMENT, KNOWN AS
No. 149.**

THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWEL, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,
KNOWN AS No. 120.

THE ILLINOIS WATCH CO'Y

Will Next Month place upon the market a Movement

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of FINE
ROLLED PLATE
CHAINS

WHITE'S LANE
off Vitre Street,

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BOLT & CO.
MANUFACTURERS

P. O. Box 189.

Montreal, Feb. 1. 1890

Dear Sir, Our Chains are now
an assured success, and are
giving universal satisfaction.
Remember when buying your
Spring Goods, to see that you
get "B" Chains; they are as
good as any made and cheaper
in price.

Yours truly,

Bolt & Co.

We claim for our **B** chains

PERFECTION,

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the Quality of
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PRICES ARE INVITED AND WILL BE
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LETTER **B** FOR ROLLED PLATE CHAINS
OF ALL GRADES MADE BY US, AS WELL AS THE TAGS





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MANUFACTURERS OF

9 K. CHILDREN'S RINGS

9 K. MISSES' RINGS

9 K. LADIES' RINGS

IN ALL STYLES.



MANUFACTURERS OF

15 K. Plain Gem Rings

15 K. Fancy Gem Rings

15 K. Plain Diamond Rings

15 K. Fancy Diamond Rings

IN ALL STYLES.



ANY LINE OF **RINGS** MADE TO ORDER
FROM SAMPLES.

15 K. and 9 K. Gold Alberts in all Patterns a Specialty.

TRADE JOURNALS.



TRADE journals as a means of finding out new customers, offer some special advantages to business men. These advantages may be classified as follows:

The trade journal, particularly of the highest grade, often obtains a reputation as an advertising medium so peculiarly its own, that outside parties get in the habit of resorting to its pages, as occasion may suggest, in order to keep posted about the introduction of new things, or to ascertain if there is any recent improvement which could be used with advantage in their business. No

daily print could be depended upon to supply that sort of information.

The trade journal is not ephemeral, like the daily sheet, which is rarely preserved beyond the date of its issue, and which is difficult to find twenty-four hours afterwards in the homes of its patrons. Indeed, the trade journal is filed for further reference by some of its subscribers with as much care and regularity as a receipted bill; hence, an advertisement which, in any daily paper would have ceased to do service, may attract attention again at some accidental moment, and become the adventitious means of an order.

The trade journal commonly prints in each edition a classified list of advertisements and an alphabetical index to advertisers, thus supplying easy access in every essential detail, and saving the interested eye from a painful search through page after page for any business announcement of the desired sort.

The trade journal represents, to a remarkable degree, a community of inter-related and sympathetic interests, bounded by certain industrial limitations, and is restricted by its specialty to a particular range of inquiry and discussion, so that the advertiser is able to determine beforehand, with considerable certainty, the specific scope of appeal at his service, with its value to him as a vehicle of publicity.

The trade journal has for its subscribers and readers an exceptionally intelligent class of persons—men who have brains as well as culture, solid judgment besides education, making them the cream of the inhabitants of the land; hence, persons ready to consider, in the right spirit, fresh ideas, new projects, original inventions, useful improvements, and radical innovations.

The trade journal, in possessing such subscribers and readers, has patrons with a superior measure of purchasing power: for it is a demonstrated fact that, in this country of equal political rights and of equal opportunities, the great bulk of the wealth is in the hands of intelligence—ignorance and poverty going together.

The trade journal, on account of its special field of service, sometimes furnishes a direct approach to capable purchasers, nearly every one of whom may stand in need of the article advertised, which would be much cheaper and far more effective than any appeal to an indiscriminate mass of readers such as that represented by a daily newspaper.—*British Mercantile Gazette.*

THE PREFERRED CREDITOR.

"Good mawnin', Uncle Pete," said old Mose. "I hopes you am prosperin' and kin pay me dat sebenty-five cents you has been owin' me sence de las' fourf of July."

"Ise sorry ter say dat de financial sitewashun am more complercated den eber. Didn't yer hear dat I had gone inter liquidasaun."

"Where did yer get de licker?"

"Huh! hit 'pears to me dat yru am kinder off de queshun. I means dat owin' ter de pressure of creditors I'se done made a sinement."

"What's dat got ter do wid payin' me dat sebenty-five cents?"

"You is de most ignerent nigger eber I seed. Hit means dat de property hab gone inter de hands ob a receiber for de benefit ob de preferred creditors, an' I don't pay no moah old debts."

"Whar's my sebenty-five cents?"

"Dar, ye has done leff the queshun agin. I see dat I'll hab ter splain. Lierbilities am what yer don't pay de creditor, an' assets am what yer don't hab. I p'int a receiber, dat's my wife, an' I makes her a preferred creditor, an' she takes de cabin. Den I makes my darter Susan a preferred creditor, an' she takes de cow. Den I makes my darter Sally a preferred creditor, an' she takes de pig. Den my son Sam he am a preferred creditor an' he takes de yaller dog. Den I an't got nuffin' left but a dollar an' a half, an' I had ter sine dat."

"Mebbe you sine dat ter me."

"Not dis trip. You see, I has de rheumatiz, so I just made myself a preferred creditor, an' sines myself dem funds ter propishiate de rheumatiz."

"Dat's kinder curus. When am you gwinter pay me dat sebenty-five cents?"

"Dat am one ob de lerbilities what goes wid der liquidashun."

"Am dat so? Den yer kin count on me being down ter yore house ter-night wid a club. I'll jine dat meetin' ob de preferred creditors an' git some ob de assets, or I'll bust de jug."—*Texas Siftings.*

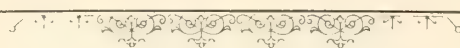
NEW AFRICAN GOLD DISCOVERIES.

The San Francisco *Bulletin* says: "Recent accounts published of gold discoveries in the Transvaal Republic of South Africa go far to confirm the theory that the gold mines yet to be explored in South Africa may be as productive as those were in California or Australia. One town has sprung up, Johannesburg, on the edge of the gold fields, that now contains 40,000 inhabitants. The yield in six months of the present year of these mines has been \$4,000,000. These mines are several hundred miles beyond the famous diamond mines of Kimberly. The latter mines are already connected with the seacoast by railroad.

"Miners are now flocking to the gold mines in the Transvaal Republic in great numbers. In all such mining excitements there is a great deal of fiction mixed up with the facts. But far beyond the Transvaal Republic in Mashuna-land there



MONTREAL WATCH CASE COMPANY.



Address : P. O. Box **1093.** Factory : White's Lane, off 123 Vitre Street, **MONTREAL.**



TO THE TRADE

In thanking you for the very liberal patronage extended to us so far, and asking for a continuance of your favors, we would call attention to some of our special styles.

**Princess or Filed Shell Cases,
Howard Style Cases,
Pateck Phillippe & Co. Cases.**

N. B.--We guarantee our production equal in quality, style and design to any case produced in the market, including American or Swiss.

are reports of wonderful discoveries, surpassing in richness any heretofore known. The natives are extremely hostile to the whites, but the latter are pushing on to these mines. If the gold is there, it may be assumed that no native hostility will keep the miners out. The latest theory is that the real Ophir is in Mashuna-land. But it may be noted that Ophir is always moved along to the richest mines that are found. However, on the theory that Solomon procured his gold for the temple from the southwest coast of Africa, Ophir might as well be located in the mysterious Mashuna-land as elsewhere until the next famous discovery is made in Africa. Nothing of consequence has for some years been reported about gold in Central Africa. Vague accounts are given from time to time of natives who have both gold and ivory to exchange for goods.

"Africa, as a gold-bearing country, is virgin ground. The theory has long prevailed that it is the richest gold country of the world. This theory is partly supported by tradition and in part by such accounts as have been given from time to time by explorers."

THE POPE'S RING.

The Rev. Father Phelan has in his possession the ring that once graced the finger of Pope Pius IX. The ring is now the property of Mr. Robert Bagnall of this city, who accompanied Father Phelan on his recent trip to the Eternal City. The late Pope directed that upon his death all his possessions, even down to his jewels and clothing, be sold at public auction and the proceeds be given to the poor. In the face of spirited bidding from the College of Cardinals, a wealthy Roman lady secured the ring. At the time Father Phelan and Mr. Bagnall were in Rome, this lady, being then in greatly reduced circumstances, made overtures to them through a third party, for the sale of the ring. The lady's offer was gladly accepted, and Mr. Bagnall became the purchaser of the jewel at a round sum. Father Phelan satisfied himself that it was the Pontifical ring from the assurances of Mgr. Ricci, major domo for Pope Pius IX., now Cardinal Ricci.

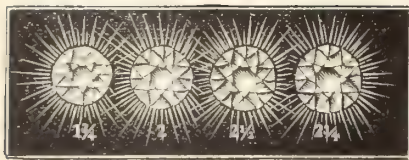
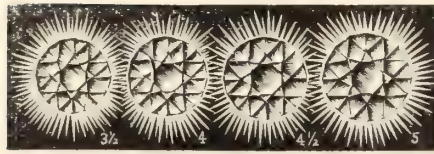
It is a massive seal ring, with an exquisite emerald setting, surrounded by 102 smaller stones, diamonds, sapphires, pearls and rubies. Aside from its sacred association the ring possesses an intrinsic value of many thousands of dollars. Surrounding the emerald are twenty-six pearls; extending around the sides are twenty diamonds, on each side of the emerald is a small solitaire surrounded by brilliants; on the corner facets of the seal are twenty-four stones, following the same arrangement, being set in triangular form; below the double row of diamonds on each side appear a ruby and two sapphires. The entire arrangement is in perfect artistic taste, and the jewel is worthy a place in a royal collection. The workmanship on this ring is estimated at \$1,500, and the emerald is worth \$2,000 at the lowest valuation. Mr. Bagnall and Father Phelan had some difficulty in keeping it, for when a high church official obtained a glimpse of it, demand was at once made that it be not allowed to be taken out of the country. Archbishop Croke was almost inconsolable when he learned that he could not keep the treasure in Ireland. — *St. Louis Republic*.

BILL ARP'S ADVICE TO BOYS.

It is an old saying that if a young man saves his first \$1,000 he will get rich—that is so in nine cases out of ten—yes, if he will save his first \$100, he will succeed, and any young man can save that much in a year if he will let whisky and tobacco and society girls alone—society will keep a poor young man poor. It keeps married folks poor. I am thinking now of a married man, who is bowed down with debt, while his family is trying to keep on the ragged edge of society. A milliner makes their clothes, and they are just obliged to ride in a carriage when they go visiting. Such people are the town talk and don't know it. There are nice young men in every town who have been clerking for years and haven't laid up a dollar. They must take a girl to every show that comes along, and spend \$5 on every dance, for those who dance must pay the fiddler. Capital is very particular now-a-days. When capital wants a young man it looks round for one who doesn't drink or smoke or gamble—one who saves his money and doesn't run about every night. Family influence isn't worth a cent now. A young man stands on his merits, his habits, his associations. Young man, there is a blue book in every town and your name is on it. But there is no excuse for a young man failing to get employment in this blessed country. If he does not it is his own fault. If he can't get rich fast, he can slow. If he will begin young and work hard and behave himself he will accumulate a plenty for his old age. Old age wants money. It wants rest and should have it, "*Otium cum dignitate*" is the Latin for dignified leisure, but I heard Judge Underwood say it meant, "rest comes after digging." Dig first and rest afterwards. Old age don't want to get up on a cold winter morning and make the fire and cook the breakfast.—*Keystone*.

THE JEWEL SNAKE.

There is a belief current in all parts of India that a certain variety of snake called Shesh Nag, when it attains the age of 1000 years, has a precious jewel formed in its head. This jewel, it is affirmed, possesses the quality of sucking up the poison of the deadliest snake if applied to the wounded part. Strangely enough, a Paris gentleman is reputed to possess this invaluable jewel, according to a correspondent of a Gujarati weekly, published at Wadhwen, in Gujarat. The correspondent says that when the present owner—who by the way is now 63—was 23 years old, he lighted upon a snake of the above mentioned variety which he killed. Then he found the jewel in his head. It has already saved several lives. Last year when Mr. Vidal, the collector of the district was there, it was shown to him too. The jewel is said to contain a thin, crescent like fibre, which uneasingly oscillates in the centre. The gaikwar of Baroda, the maharajah of Kolhapur, and several other native princes, are said to have offered several hundred thousand rupees for this unique jewel. The name of the owner is Mr. Framji Dadabhai Govekar, Tarapur, Bombay Presidency. There is another belief prevalent in India that if a man be sleeping, no matter where, and a Shesh Nag come and sit beside him with the hood spread over the sleeper's face, the latter is sure to be a son of fortune. Popular tradition assigns the same reason to the rise of Haida Ali, of Mysore, from a common soldier.—*Notes and Queries*.



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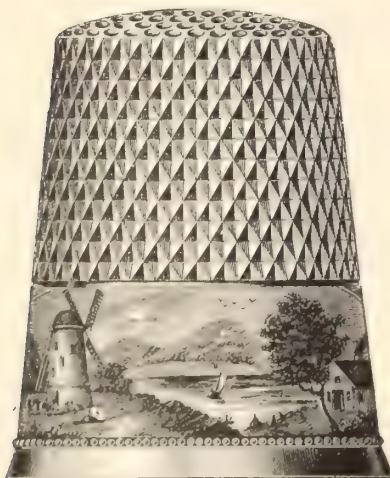


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Canes, Thimbles, Jewelry, Chains, Umbrella Mountings



WATCHES AND DIAMONDS

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611 & 613 Sansom St., 618 Chestnut St.,
PHILADELPHIA, PA.

*Our Canes and Thimbles for sale by
Leading Jobbers.*



N.Y. Office, 20 Maiden Lane.

Address all Orders to Factory.

No. 573. 7 1/2 in.

THE ADVANTAGE OF A GOOD SETTING.

"It's scandalous the way folks are robbed in some branches of business," said a young man who knows a great deal about things in general. "There's diamonds, for instance. There ain't one person in a hundred knows anything about diamonds. I once knew a friend in the business, who used to tell me about the tricks of the trade. Once, I remember, a man came to him to buy a diamond ring. My friend showed him a ring, the stone of which was worth about \$175, and offered it to him for \$250. The man said he didn't like it, and after looking at some others went away, saying he would look in again. My friend took the stone, had it reset in a manner to show up prominently, whereas it had previously been set deep, and kept it to spring on the man when he came in. He happened along in a day or two, and my friend dragged forth the ring.

"'You didn't like that other stone,' he said, 'but here's one that will catch you. Just got it in and had it set. It's a beauty. Of course, its worth a great deal more money than the other, but it's worth the difference.'

"The man looked at it and was captured at a glance. He went in raptures over it, and finally asked the price.

"'Four hundred dollars,' said my friend, 'and it's cheap, too.'

"And I'll be doggoned if that chap didn't pay \$400 for a ring he had refused at \$250. Oh, I tell you, this thing of falling into the hands of the jeweler is worse than running against highwaymen."—*Chicago Mail*.

WORTH HER WEIGHT IN GOLD.

Mrs. Jesus Castro, an aged Mexican lady, who recently died at American Flag, in the Santa Catalina Mountains, Arizona, was, perhaps, the only woman in the world who ever cost her husband her weight in gold. In the early gold digging days of California she was a resident of Sonora, Mexico, in which State she was born and grew to womanhood. When about seventeen years of age a paternal uncle, but a few years her senior, returned gold laden from the newly-discovered mines and soon fell desperately in love with his niece. He sought her hand in marriage and was accepted, but the Church refused, on account of the near relationship of the pair, to solemnize the marriage. Persuasion being in vain, he tried the power of gold to win the Church his way and succeeded only by payment of her weight in gold. She at that time weighed 117 pounds, and against her in the scales the glittering dust was shoveled. The husband still had sufficient of this world's goods to provide a good home.

INGENIOUS ADVERTISING.

Goodhue, the Machais (Me.) jeweler, writes some ingenious advertisements, of which the following in the *Machias Union* is a sample.

"What is it that runs day and night and never moves? That keeps its face to the window and sees nothing that goes on? That has hands but no fingers? That carries a barrel around but does not drink? That feels bad after a fall and wants a new spring? It is one of Goodhue's watches, the best time keepers ever sold."

ROTHSCHILD'S CLOCK

When the Shah was at Baron Ferdinand de Rothschild's residence, Waddesden Manor, what struck His Majesty's fancy most of all the costly treasures in the house, was a mechanical clock, studded with imitation jewels, which is a veritable curiosity, and looks as if it were of Eastern manufacture, adapted to clockwork mechanism by some ingenious European artist. The central figure of the clock is an elephant, which, when the machinery is set going, wags its ormolu tail, moves its jeweled trunk, shakes its ponderous ears, and winks its little diamond eyes; whereupon jeweled lotus flowers open, processions pass, serpents come from under enameled leaves, and both animal life and nature appear to awaken from torpor into action. This magnificent toy fairly delighted His Majesty the Shah. It was wound and re-wound again and again, and it was evidently preferred to all the paintings, enamels, armor and Palissy ware in the whole of the Rothschild collection. Eventually it became necessary to distract His Majesty's attention from a curiosity of considerable historical interest.—*Ex.*

JEWELERS' SECURITY ALLIANCE.

JANUARY, 25th, 1890.

The annual meeting of the Alliance was held to-day at the office of the President, a small representation of the membership being present.

The minutes of the last meeting were confirmed as read. The Treasurer's Report, shewing a balance in the bank to the credit of the Alliance of \$649.35, was received and adopted after having been audited by Messrs. Chapman and Lees.

The Secretary was instructed to have large seals prepared to be placed upon the certificates of members, shewing that fees have been paid for the current year.

The election of officers was then proceeded with and resulted in the following appointments:—

PRESIDENT.—John Segsworth.

VICE-PRESIDENTS.—R. Y. Ellis, G. H. Lees (Hamilton), and Benj. Chapman.

SEC'Y-TREAS.—James Ryrie.

EXECUTIVE COMMITTEE.—T. H. Lee, W. K. McNaught, Edmund Scheuer, W. A. Sanderson (Peterboro), J. Welsh (Stratford), G. D. Pringle (Guelph), A. W. Pringle (Port Hope), W. R. Jackson (St Thomas).

Upon motion of J. Ryrie, seconded by B. Chapman, it was decided that the travelling expenses of members of the Executive Committee attending Alliance meetings be paid out of the treasury, inasmuch as it is unreasonable to expect those members to bear such personally, in addition to devoting their time to the affairs of the Alliance.

Moved by R. Y. Ellis, seconded by G. H. Lees, that the sum of \$25 be paid to each of the two detective agencies under contract with the Alliance.—Carried.

Votes of thanks were passed to the TRADER for its many kind services to the Alliance, and to the Secretary for the performance of his duties during the past year.

The meeting then adjourned.

JAMES RYRIE, SECRETARY.



"You cannot check Manitoba!"

This is not only the verdict, but the experience of Sir John A.— himself. Our Ontario and Quebec competitors will please note this.

We are catering for the jewelry trade of Manitoba, the Territories and British Columbia, and for that particular trade our Stock is Superior to any in the Dominion.

We handle the leading lines of **AMERICAN AND SWISS WATCHES**, high and low priced goods. **SOLID GOLD, ROLL PLATE and GILT JEWELRY, DIAMONDS, CLOCKS, SILVER PLATE, FLAT and HOLLOW WARE, OPTICAL GOODS, TOOLS, MATERIAL, JEWELERS' FINDINGS, etc., etc.**

Our travellers are constantly on the road with leading Novelties.

When in Winnipeg come and see us at **523 and 525 MAIN STREET.**

We will shortly remove to our New Premises, (between the Commercial Bank and the Post Office), of which due notice will be given.

Yours truly,

W. F. DOLL.

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the jewelry business that they think will be of interest to the Trade generally.

FAILED.—A. O. Norton, wholesale jeweler of Coaticook, Que., has assigned on behalf of his creditors.

MR. WESTLEY CAIRN has associated himself with the Johnston Optical Company of Detroit, and will in future represent them in the Dominion of Canada with a full line of their goods.

WM. ALEXANDER, formerly engaged in the retail jewelry business here, visited Toronto during the Christmas holidays. He looks as if the air of the commercial capital of America agreed with him.

REMOVING.—S. Fogler, retail jeweler of King Street East, has leased the premises formerly known as the "Sheffield House," and is now fitting them up preparatory to removing his business there. It is one of the very best stands in the City of Toronto.

ANOTHER BURGLARY.—Mr. R. E. Smith's jewelry store at Tilbury was burglarized on the night of the 24th January, and a large number of watches and other articles of jewelry stolen. The same store was robbed two years ago.

WANTS TO COMPROMISE.—E. Dreyfus, jeweler of Montreal, is offering 25c. on \$8,000 liabilities. Several Toronto firms are in the soup, and will be stuck from sums ranging from \$500 down. It is probable that there will be an amicable arrangement.

MESSRS. E. P. BAKER & CO. of Montreal, are about to open a factory at Plattsburgh, N. Y., where they have secured large premises. Their specialties are advertising, composite and self-winding clocks, and they start with orders for over 5,000 on hand.

A LUCKY FIND.—Samuel Angrove, a customs officer of Kingston, picked up in the park what he thought was a glass stone. He took it to a jeweler, who pronounced it a diamond valued at \$700, thus verifying the adage that it is better to be born lucky than rich.

THE CANADIAN JOBBERS' ASSOCIATION hold their annual meeting in this city on the 30th January, too late for the particulars to be given in this issue. Their annual banquet will also be held on the evening of the same day. A large attendance of the leading jewelers is expected.

CHANGE OF FIRM.—Thomas C. Johnson, retail jeweler, of 187 Barrington Street, Halifax, N. S., has admitted his sons, Charles E. and Albert G. Johnson, into partnership, and the business will in future be carried on under the name and style of Thomas C. Johnson & Sons.

ASSIGNED.—We regret to learn that Mr. Benjamin Richardson, jeweler, of America, has assigned to E. De la Hocke, of Toronto. Mr. Richardson has had an uphill struggle for the past ten or twelve years, and if hard work and economy could have achieved success, it would have been his long ago.

WHERE LONGANCE WAS NOT BLISS.—Two bars of silver bullion were stolen from a truck on Broadway, New York, December 20th, by three ex-convicts, who, thinking it too, sold it for \$14. The men were caught a few days after with \$800 of the metal in their possession. In their case ignorance was anything but bliss.

BURGLARY.—Some time during the night of December 26th, the front window in M. Fogler's jewelry store, 129 King Street East, was smashed by thieves, and five plush-covered dressing cases abstracted. The robbery was reported to the detectives, who are endeavoring to find a clue, but, as usual, without success.

TO BE CARRIED ON.—The business of Edmund Laves, the lately deceased wholesale jeweler of Montreal, will be carried on in future under the same style as formerly by Mrs. Edmund Laves, the widow of the deceased, and her son, Mr. J. L. Laves. They will no doubt receive, as they deserve, a liberal share of the patronage of the trade.

PRESENTATION.—The employees of Mr. R. G. McLean, who is probably known to most of our readers as the proprietor of the office where

THE TRADER is printed, surprised him on Christmas Eve with the presentation of a beautiful marble clock and an illuminated address as a token of the esteem in which he is held by them. He deserves it.

LA GRIPPE.—The jewelry trade have had a pretty hard time of it with this epidemic, as nearly every one of our prominent jobbers and retailers have had it. The few who have so far escaped are shaking hands with themselves upon their good fortune, but if things go on as they are at present, they may be congratulating somebody prematurely.

W. G. MORGAN, retail jeweler of St. Thomas, has made an assignment to Wm. H. Davis, of London, for the benefit of his creditors. A meeting of those interested has been called to decide what shall be done with the estate, at which Mr. Morgan offered twenty cents on the dollar, which will probably be accepted by the unsecured creditors.

REMOVAL.—Ryrie Bros. have just purchased the stock, fixtures and good will of the business heretofore carried on by W. F. Tasker & Co., of this city. They will remove to their new premises as soon as the extensive alterations which they contemplate can be completed, and will then have one of the largest and best located jewelry stores in the city.

A MEMORABLE ANNIVERSARY.—We have to thank Mr. and Mrs. John L. Sheppard for an invitation to attend the celebration of the twentieth anniversary of their wedding. "*La Grippe*," and other business is keeping us so fully occupied that we cannot put in an appearance, but we thank our friend John L. all the same, and hope they will both live to see many happy returns of the day.

INFORMATION WANTED.—As to present address of J. Johnston, watchmaker, married, who kept a shop at 513 Yonge Street for a few months, and later at 168 Queen Street East, and was last heard from at Palmerston about three months since, saying he was going to Woodstock. Enquiry at both places brings no news of him. His friend H. H. Lea, 9 Toronto Street, will be glad of any word from or about him.

A VALUABLE NUGGET.—Mr. H. Jacques, of the Russell House, Ottawa, was last month presented by a British Columbian just arrived in that city with a sample of silver ore, which in size is no bigger than a man's two fists, and weighs ten or twelve pounds. The ore was taken from the mines of Mr. W. Owens, M. P. P., near the Illecillewaet in the Selkirk range, one mile distant from the line of the C.P.R. The assay shows 300 ounces to the ton.

THE Jewelers' Journal, of Chicago, came to us in January with a new and handsomely designed cover, and a decided improvement in its internal economy. The *Journal*, although the second oldest jewelry paper in the United States (having entered upon the eleventh year of its existence), shows no signs of decrepitude, but, on the contrary, like good wine, improves with age. We wish our able and valued contemporary a long and prosperous career in the service of the trade it so thoroughly represents.

BIG EXPRESSAGE.—As an evidence of how they rush things "out west," the *Winnipeg Sun* says that W. F. Doll, wholesale jeweler of that city, shipped on the 13th December, per the Dominion Express Company, express packages weighing 1,053 pounds. These contained diamonds, watches, jewelry and silver-plate, valued at several thousand dollars, and were destined to Vancouver, Victoria, and other points in the North West and British Columbia. This is one of the largest express shipments ever made to the west.

A DESERVED HONOR.—In his absence at Port Arthur, our former fellow-craftsman, Mr. H. J. Woodside, was elected Secretary of the Portage la Prairie Board of Trade, in place of Mr. W. A. Frost, who resigned the office. He was also appointed a Lieutenant to organize a Signal Corps for the 24th Batt. Manitoba Grenadier, by Lieut. Col. McMillan, commanding. It has been truly said that "some men are born great, some achieve greatness, while others have greatness thrust upon them." Our friend Woodside must surely be one of the latter class.

BEYONDSEA OR NOT.—W. F. Doll, wholesale jeweler of Winnipeg, last month purchased from Mr. Rokely, of the Commercial Bank for



ELGIN NATIONAL



NEW ISSUE.

B. W. RAYMOND

NICKEL, OPEN FACE,

PENDANT SETTING.



UNEQUALLED FOR RAILROAD PURPOSES.

CORRESPONDING in quality and price with our Nickel Hunting B. W. Raymond movement. Delivery of above grade has already been made to the Jobbers, who will be pleased to supply the Trade.

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WATCH COMPANY

\$16,600, the three storey brick block recently occupied by Mr. Grundy, next to the Commercial Bank in that city. Mr. Doll will occupy the three flats and is now having the same fitted up. When finished he will have one of the most complete wholesale jewelry establishments in the Dominion. As will be seen by his unique advertisement in this issue, Mr. Doll has taken for his motto the phrase so common during the Northern and Canada Pacific Railway war, "you can't check Manitoba."

CALENDARS.—The holiday season has as usual been fruitful in the harvest of calendars and show cards, and we must confess that many of them are artistic enough to grace the interior of any sanctum if properly hung. Amongst those that adorn the walls of our office, and to which we look for inspiration when we get stuck for an idea, the following firms are represented: Levy Bros., Hamilton; P. W. Ellis & Co., Toronto; Goldsmiths' Co., Toronto; J. G. Cheever & Co., North Attleboro; W. A. Young, London; W. F. Doll, Winnipeg; E. Scheuer, Toronto; W. G. Young, Ottawa; and Simpson, Hall, Miller & Co., of Montreal.

A LIVE BUSINESS MAN.—We are in receipt of a paper from Almonte, containing the advertisement of Mr. E. W. Smith, retail jeweler of that place, which sets forth the advantages that the public have in buying jewelry from a reputable local watchmaker so clearly that we should say Mr. Smith wouldn't be much troubled with general store competition for some time to come. We have always contended that any live, wide-awake jeweler has a big advantage over the peddler, the general storekeeper and the catalogue man, if he would only meet competition and take advantage of it. We are glad to know that Mr. Smith's push has had a beneficial effect upon his business.

T. BRADY, for the past five years western representative of Thayer & Co. of this city, severed his connection with the old firm at the end of the year, and started the new one in the service of P. W. Ellis & Co. as traveller over the same ground. As an evidence of the esteem in which he was held, his old employer, Mr. Thayer, gave a party in his honor a few days before he left, which was attended by a large gathering of Mr. Brady's friends. During the evening, Mr. Thayer presented Mr. Brady with a handsome gold locket bearing a suitable inscription, as a mark of the esteem and confidence he entertained for him. The gift was a flattering testimonial of Mr. Brady's worth.

NEW HAMILTON MOVEMENTS.—The Dueber-Hampden Company have just put upon the market three new nickel 18 size movements, which they feel confident will soon be very popular with the trade. They are all made in either Hunting or Open Face, and are priced at \$7.70, \$9.15 and \$12.60 respectively for 11 jewels, 15 jewels and 15 jewels adjusted. This Company have also in course of construction a 16 size watch, which they expect to send out in June next in response to the demands of their patrons. Mr. William Allen Young, of London, has been appointed sole wholesale agent for the sale of the Dueber-Hampden goods, and he is making preparations for an extensive trade in the west pretty soon.

A MEXICAN DOG.—Certain New York financiers are reported as saying that a band of Mexicans calling themselves a "private bank" have been coining the United States standard silver dollar in Mexico in large quantities. These coins are brought from Mexico across the border and exchanged for goods. They contain the same amount of silver as the genuine coin. This silver is worth as bullion only 72 cents, so that there is a margin of 28 cents on each dollar for the coiner. It is estimated that 5,000,000 of these unauthorized dollars have been put in circulation. Such things will always be possible as long as any government insists on trying by legislation to make silver currency pass current for a higher amount than its value in bullion.

BURGLED IN HAMILTON.—The store of the Merchants Tea Company, which is only another name for the Traders Tea Company, late of Toronto, was robbed on Friday night, January 17th, and a large quantity of so-called jewelry carried off. The plate glass window in front was smashed, and entrance effected in that way. The tea packages were ransacked, and everything in the place turned topsy-turvy. Burnt matches were found all over the place in the morning. A man

named Morris Ryan was arrested for the robbery. A quantity of the stolen jewelry was found upon him when taken into custody. These burglars appear to be objects more of pity than punishment if they were so hard up as to be compelled to steal the smile jewelry of tea fakirs.

STOCK IN RICH.—The Badger Mining Company, owners of the Badger Silver mine near Port Arthur, declared their first dividend, payable January 15th, of 50 cents per share on 50,000 shares, equivalent to 10 per cent. on the total capital stock of \$250,000. This is all the more remarkable when it is considered that the mine had previously returned to the proprietors all the original capital invested in lands, buildings, mining work, machinery and mill, besides having ample cash for ordinary working expenses still left in the treasury. Such facts as these, which are continually cropping up, go far to prove the truth of the assertion that Canada possesses the richest mineral resources of any country in the world.

A GOOD SNOWING.—Says an Ottawa official despatch: "The Dominion revenue for the six months ending December 31st amounted to \$20,004,023, and the expenditure to \$14,426,292, leaving a surplus for the half year of \$5,577,731. The net debt was reduced during the month by over half a million dollars." While the above is good news to the people at large, it must cause the chills to run a long the spines of those Canadian Jeremiah's who go about prophesying that this country is going to the "demnation bow-wows." In spite of all such croaking, Canada is getting on as fast as any other country ever progressed under similar circumstances, and if our people only have faith in themselves the future should be bright for them.

GOLDEN WEDDING.—Mr. and Mrs. J. B. Fitzsimons celebrated the anniversary of their golden wedding on New Year's day. The good old couple, who are still hale and hearty, received the warm congratulations of their sons, daughters and grandchildren to the number of thirty. The family were represented by Mr. and Mrs. J. B. Fitzsimons and family, Mr. and Mrs. Grant Helliwell and family, Toronto; Mr. and Mrs. G. J. Fitzsimons and family, Hamilton, and Mr. and Mrs. T. H. Fitzsimons and family, St. Catharines. Of the above gentlemen two are well known members of the jewelers' craft, T. H. Fitzsimons being engaged in business on his own account in St. Catharines, and George J. Fitzsimons, manufacturing jeweler for the popular firm of Davis & McCulloch, Hamilton.

DEPENDS ON HOW YOU LOOK AT IT.—The *London Advertiser*, pleading for dual languages in schools, says: "A man who can speak both English and German in Chicago, Milwaukee and other western cities, for example, can always demand more salary than a man who only speaks one of the languages. And the same holds good in those localities where French is much spoken. The trouble with the *Advertiser* and other papers of that stripe is that they always look to the U. S. as the final resting place of Canadians. If they would only stop to think that we want to educate the children in our schools for Canadian citizens, they might get the idea through their heads that there was little or no necessity of their ever seeing the Franco-German cities of the U.S. above mentioned. English is good enough for Ontario.

FISHING PRIVILEGES.—At the recent auction of fishing rights by the Quebec Government, Mr. E. C. Fitch, President of the Waltham Watch Company, paid \$1,000 for the Romain River on the north shore, which has never been much fished and never before leased, being many hundred miles below Quebec. It was put up at \$100, and Dr. A. Campbell, of Montreal, bid it away up to the purchase price. Mr. Fitch offered \$1,300 for this river just before the sale, but the Government declined it. Mr. Fitch is an enthusiastic disciple of Isaac Walton, and finds in the few weeks he spends on the banks of our Canadian fishing streams, a recreation at once invigorating and exciting. We trust he may get full value out of his purchase in the shape of plenty of sport and health.

THE TEA FAKIR.—The tea-fakirs who gave away (or were popularly supposed to) gold watches and diamond rings with every pound of tea they sold for one dollar, and whose arrest in Toronto and conviction and fine by the Police Magistrate, were recorded in our last issue, are



THE TORONTO SILVER PLATE CO.

TORONTO, CANADA.

MANUFACTURERS - OF

Sterling Silver & Electro-Plated Wares.

PRIZE CUPS.



SPECIAL DESIGNS PRE-
PARED AND ESTIMATES
GIVEN ON APPLICATION.

Our Facilities for Manufac-
turing this class of goods are
Unsurpassed, enabling us to
quote Cups at prices to meet
the demands of the Trade.

Cutting from *The Empire*, January 1st, 1890.

SELEND. CURLING CUPS. — There is on exhibition in the windows of J. E. Ellis & Co., Yonge and King Streets, three large Curling Cups, valued at \$925, for the Manitoba Branch of the Royal Caledonian Curling Club, to be competed for at the Winnipeg Bouspiel in January, and have been manufactured by the Toronto Silver Plate Co. The Cups are magnificent specimens of workmanship.

Cutting from *The World*, January 1st, 1890.

CURLING CUPS FOR MANITOBIANS — Clubs in the Manitoba Branch of the Royal Caledonian Curling Club will compete for three large Silver Cups, valued at upwards of \$1000, in a Bouspiel at Winnipeg in January. The Cups are handsome ones indeed. They were manufactured by the Toronto Silver Plate Co., and are on view in Messrs. Jas. Ellis & Co.'s window.

E. G. GOODERHAM,

Manager.

J. C. COPP,

Sec.-Treas

supposedly intended to the Court of Chancery to have that verdict set aside. This court refused to do so, so that the fakirs were reluctantly compelled to "fold their tents in the night and silently steal away," which they did without much loss of time thereafter. The police should now turn their attention to the fake auctions that have been infesting our city for the past year. We could spare about half a dozen of them with profit to the public in general, and to the retail jewelry trade in particular.

A ROBBERY IN ST. THOMAS.—A despatch from St. Thomas says that on the night of the 21st January, "Mr. M. A. Payne, jeweler, Talbot Street East, left for supper, but forgot to fasten the back window and when he returned he found the window open, with a stick of wood under it to hold it up, and the kumps he had left burning when he went to bed were out. An examination showed that 33 watches had been stolen, 28 of which were repaired or awaiting repairs, and were hanging on the watch board, and 5 from the show case. One of the watches was a gold one. The thieves carried off every watch in the shop. No clue to the thieves has been secured." If the above is correct, it shows Mr. Payne to have a most trusting nature, or else he would hardly have left his own and his customers' stock in such an unprotected condition.

SALES EXTRAORDINARY.—The Bank of Commerce last month moved into what is generally conceded to be the best bank building in the Dominion of Canada. Of course, in an institution handling such a large amount of money it was of the highest importance to have vaults and safes which would be absolutely burglar proof in every particular. In open competition the contract was awarded to Messrs. J. & J. Taylor, the celebrated safe makers of this city, and it is almost needless to say that they have done their work in a thoroughly first-class manner. The vaults of the Commerce are said to be the largest, strongest, and most expensive ever built in Canada, and reflect no small credit on the Messrs. Taylor. Of the hundreds of prominent business men who have inspected these marvels of the safe makers' art, not a single one has gone away without expressing the pride that they felt in knowing that in this class of work we had right here in Toronto a factory which could lead the world.

A SLANDERER GONE FOR.—Mr. Wm. A. Morse, watchmaker, Cornith, has entered an action against Thomas Pearson, of Bayham, claiming \$2,000 damages for slander. The plaintiff repaired a watch for the defendant, who is charged with circulating a report that the plaintiff removed the good works from the timepiece, and substituted old ones in their place. This brings to our recollection sundry stories that we have heard on more than one occasion in the country about how certain watchmakers were in the habit of stealing wheels out of the watches left with them for repairs, and, when they had collected enough of them, making new and valuable watches out of them for sale. The idea that any reputable watchmaker would attempt to substitute old works for new ones in repair watches, is about as probable as that it would pay him to steal a wheel out of it. The credulity of some people is certainly astonishing.

A COUNTERFEIT GIRL.—If the following be true, the South possesses some young ladies who might compete with tolerable chances of success for any prize given for long-headedness. "Not long ago an Atlanta young lady was about to be married—she is married now. The following story has leaked out by merchants comparing notes from time to time. About two weeks before the time the wedding was to take place this young lady visited the various stores in the city. At each of the jewelry stores she called the proprietor aside, told him of her approaching marriage, and then said: "Now, it is very probable that some of my friends may come in here and select me a present. It's horrid to get something you don't like, so I want you to look out for me, and if you can satisfy yourself that a present is to be purchased for me, induce the purchaser to buy something I will now select." The proprietor could see nothing wrong in granting such a request, and the young lady selected a number of pieces of jewelry which suited her taste. They were marked and the clerks notified. This was repeated at the crockery, music and book stores. From all that can be learned the scheme worked well, and on her wedding night the happy bride had but few presents, with which she was not pleased."

DAME ROBBERY.—Just as we go to press a Montreal despatch announces the news of one of the most daring robberies ever committed in Canada. Mr. W. S. Walker, Notre Dame Street, is a leading diamond dealer in that city, and always has a tempting display in his window. At 5.50 on the night of the 20th, when the street was crowded, two men stopped at the window, the one with a piece of picture frame fastened the door, the other with a hammer broke the plate glass window and snatched a tray of diamonds and gold rings valued at \$8,000. The men made for a sleigh, and being pursued the one drove off without his companion, taking the tray with him and going towards the East End. The other doubled and ran down St. Francois Xavier Street, pursued by Mr. Rolland, the shopman, who burst the door open. He was overtaken on Commissioner Street and arrested, but none of the goods were found in his possession. Some of them, evidently thrown away by the thief in his flight, were recovered, and will reduce Mr. Walker's loss to about \$2,000. When brought to police headquarters he refused to give his name, and nothing can be learned as to his identity. His companion has not since been seen. The men are strangers here, and were well dressed and bore the appearance of prosperous American crooks. Since the above has been set up, the thief has been tried and sentenced to 14 years in the penitentiary.

SKIPPED.—A Montreal despatch says that Mr. John Carswell has for a year or more been a rather showy jeweler on Bleury Street, Montreal, but is now alleged to be on the high seas homeward bound, while his many creditors mourn the loss of a sharp and prepossessing dealer. The missing gentleman came here from Scotland, traded upon his fellow-countrymen's general probity, and before long was buying quite extensively from some of the leading wholesale firms. Last week Carswell told his shop boy that he was going to the States to buy stock, and told him that if he were a good boy he would be promoted upon the master's return. He did not return, however, at the appointed time, but wired from St. Alban's that he would arrive in Montreal on Saturday. This was an untruth, as it was subsequently learned that Mr. and Mrs. and the Misses Carswell sailed for Europe on the same day that was to see the head of the family back to Montreal. The stock that was left in the store was seized for rent, but a good deal more had been taken away to the neighboring republic. Messrs. Segsworth and Gunther, of Toronto, are said to be interested to a certain extent, and it is thought the total amount of debts will reach about \$5,000. Said a humorous creditor, "Carswell was not a bad sort of a fellow after all. He appears to have kept the Sabbath and everything else he got his hands on." A cablegram since the above was written says that Carswell was arrested at Liverpool, England, immediately upon the arrival of the steamer, and will be brought back to Canada, and put through by the creditors as far as the law will allow.

THE ROSS CASE.—The creditors of W. F. Ross, whose assignment took place just as we were going to press with our holiday issue, have been leaving no stone unturned to get at the bottom facts of the failure. Mr. Ross was arrested by them on a charge that he was about to defraud them by leaving the country, and he was brought before the Police Magistrate who allowed him out on bail. He was then arrested on a charge of obtaining goods under false pretences, and was again brought before the Magistrate, who committed him for trial at the January assizes, but again admitted him to bail. When the case came before the grand jury, they threw it out by returning a "No Bill," thus ending the case so far as the Assize Court was concerned. This case has provoked no little comment in the jewelry circles of this city on account of Ross having been so long and so favorably known to most of the trade. As to Ross' innocence or guilt in connection with the failure, opinion seems to be pretty well divided. His creditors charge that it is a case of premeditated swindle from the word "go," in which Ross was only a tool of others who keep in the background, and they say they are bound to put him through as far as the law will allow. On the other hand, his friends allege that although Ross has been unwise, he did not do anything with a criminal intent to defraud his creditors. They say that had he intended to "do them up," he had ample opportunity of doing so, and could easily have got away with several thousand dollars in hard cash. That he did not do so, and that he refused to leave the



LEVY BROS.,

HAMILTON, ONT.

1890

1890

In the New Year, as in the past, we will use every endeavor to place before the Trade "The Best that the Markets afford." We will devote both time and money to secure the class of Goods which we know from our experience is best suited to the various centres of trade with which we have dealings.

DIAMONDS.

Our Stock will be well kept up. Choice Pairs and Single Stones always on hand.

AMERICAN MOVEMENTS.

All Grades named in Price List.

CLOCKS.

The Best Value in Canada.

The Largest Stock.

SWISS WATCHES CHOICE AND CHEAP.

SILVER AND FILLED CASES.

A Complete Line.

OUR PLATFORM FOR 1890.

GOLD CASES

ENGRAVED WITH OUR OWN SPECIAL DESIGNS.

TOOLS AND MATERIALS.

In this Department everything required by a Watch-maker will be found.

W. B. & Co.'s

WATCH GLASSES.

OPTICAL GOODS.

Our A1 Spectacles, Registered, Nickel or Steel Frames, are unsurpassed value.

A Full Line of

Lemaire's CELEBRATED GLASSES.

Our Travellers will make their Regular Trips through ALL parts of Canada. If you cannot wait, a Letter Order will receive our prompt and careful attention.

NEW HAVEN CLOCKS

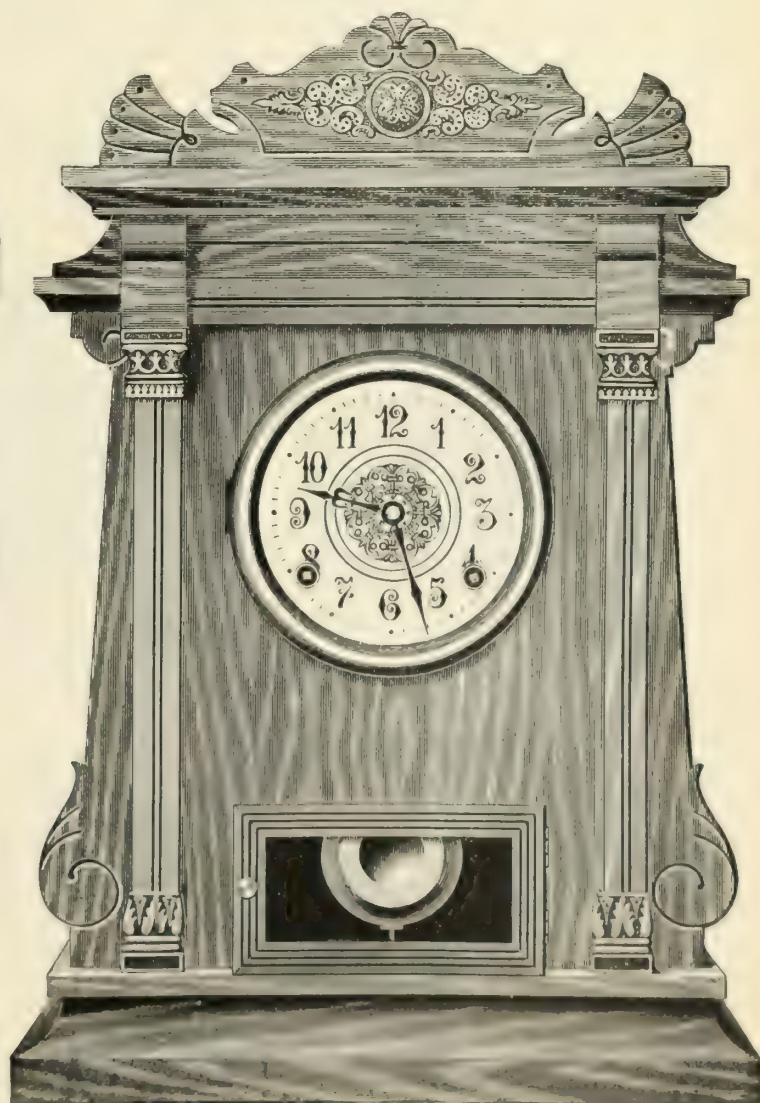
LEAD THE WORLD

- - IN - -
DESIGN.
FINISH.
PRICE.

See their Great Values
FOR 1890.



RUSSIA—Height 18 1-2 in. Cathedral Gong



SERVIA—Height 19 in. Cathedral Gong.

LEVY BROS.,

HAMILTON, ONT.,

SELLING AGENTS

FOR

NEW HAVEN CLOCK CO.

FOR CANADA.



WALTHAM

ONE SIZE WATCHES

HUNTING AND OPEN FACE,

= In : Gold, : Silver : and : Crescent : Gold : Filled : Cases =
of every Variety and Style.



AMERICAN WALTHAM WATCH CO.

OF

WALTHAM, MASS.

country but stayed here to face his creditors, is, they allege, proof positive that in his own estimation he had no intention whatever of defrauding them. As things at present stand, Ross' friends have made a conditional offer on his behalf of 30 cents on the dollar, which his creditors refused, but whether it will yet be settled on that basis or not, remains to be seen.

IN LUCK.—Hamilton is apparently a dangerous place for a jewelry traveler to visit if the reports concerning the way their police treat strangers is true. It is not many months since that an inoffensive stranger who was just sane enough to stay in his own room and keep out of people's way, was shot dead because the police suspected him of being a criminal of some kind or other—what they didn't really know. The latest victim there is Mr. F. J. Woltz, jeweler, 41 Colborne Street, Toronto, who went to Hamilton, and while chatting to some friends in the Brunswick Hotel, the conversation turned on diamonds. Mr. Woltz immediately produced a few from his pocket and showed them to his friends. Detective Doyle happened to be present and thought he had discovered a burglar, and at once secured the assistance of P. C. Campaign, and together they dogged Woltz all over the city and finally took him into custody. He describes his arrest as follows:

"One of the officers accosted me and said: 'You have some jewelry with you.' I replied that I carried a few diamonds, but considered myself capable of carrying my own property.

"'Let us see what you have,' said one of the officers. I took out a case of diamonds from my pocket, and handed it to the men.

"'This is very expensive; quite too much so for you to carry,' said Campaign.

"'Come with us to the station,' said the other.

"I went with them to the station and telephoned to the chief. He told the officers to take me to the St. Nicholas Hotel and see if I could identify myself. This was soon done and I was released."

It is said that Mr. Woltz threatens a suit for false arrest, but in our opinion he is in such great luck in getting out of the clutches of the Hamilton police without getting a hole through him, that he should forgive them and cry quits.

WORKSHOP NOTES.

TO MAKE WATCH HANDS RED.—Mix to a paste, over a lamp, one ounce of carmine, one ounce of chloride of silver, one half ounce of tinner's japan. Put some of the paste on the hands, and lay them, face upward, on a sheet of copper, holding it over a spirit lamp until the desired color appears on them.

TO TIME FRENCH PENDULUM CLOCKS.—The escape wheel of French "pendules" make two revolutions per minute, so that the pendulum makes four times as many vibrations per minute as there are teeth in the escapement. A "pendule" may, therefore, be quickly brought to time by counting if the beats of the pendulum per minute equal four times the number of teeth in the escape wheel.

TO REMOVE STAINS FROM WATCH DIALS.—To remove black or cloudy stains from porcelain watch dials, which are generally caused by the tin boxes in which they are shipped, wet a piece of tissue paper in nitric acid and wipe the dial. This will instantly remove them. After applying the acid, the dials should be immediately washed thoroughly with water, then bedried in boxwood sawdust.

TORSION PENDULUM.—A pendulum in which the hole rotates by the twisting of the suspending rod or spring, is called a torsion pendulum, but it will not bear comparison with the vibrating pendulum for time keeping. They are only used when a long duration of the motion of the pendulum is required. Small clocks to go a year without winding are made with torsion pendulums about six inches long, which make fifteen excursions a minute. The time occupied in the excursion of such a pendulum depends on the power of the suspending rod to resist torsion, and the weight and distance from its centre of motion to the bob. In fact the action of the bob and suspending rod is very analogous to that of a balance and balance spring.

TO CLEAN A DIAL.—First dissolve one-half ounce of cyanide of potassium in hot water; to this add two ounces of strongest ammonia and one-half ounce of spirits of wine. Dip the dial for a few seconds and immediately immerse in warm water, brushing it lightly; this will soon show a clean dial; then rinse, and dry off in hot boxwood dust. Some use diluted nitric acid for cleaning dials, or hyposulphate of soda will do it if dissolved and mixed with ammonia; but with either of these the painted numbers go with the dirt, so only dials with gold numbers can be done with this process. We could give several recipes for dial cleaning, but the above is as simple and effective as anything we know.

OTHER NOTES.

GALLILEO invented the first accurate thermometer, nearly 400 years ago.

MAHOGANY in Mexico is becoming scarce, no longer growing within two or three hundred miles of the coast.

A CHARGE of 50 pounds of dynamite in a fish torpedo is enough to send the largest iron clad to the bottom of the sea. A torpedo $5\frac{1}{2}$ yards long, carrying a charge of 225 pounds of dynamite, goes at the rate of 35 miles per hour under water.

NERO, who was near-sighted, used an emerald, hollowed on both sides, through which to look at the games in the amphitheatres. This was doubtless the first approach to spectacles, since this invention does not date very far back.

EMERALDS are found principally in Peru and New Grenada. They are found in beautiful green crystals, implanted and produced in a kind of freestone of a whitish color, of the form and size of a roundish cobblestone, which is hollow inside.

ENGLAND used to export to Japan straw plaits for making hats and bonnets. At present the Japanese export the same article to England at a little over half the cost. As the Japanese are about to begin the manufacture of clocks and watches, a higher protective tariff may soon be in order.

IN regard to the use of cements, an expert in watch manufacture remarks: "To set wax in lathe: Trace a series of concentric circles on the face of the chuck with a graver point, after turning it true; this will increase the adhesion of the cement. The flame of a spirit lamp is held under the rotating chuck; when this is hot enough its surface is covered with a layer of shellac or sealing wax, and the object held against it.

The coal beds of China are five times as extensive, as those of all Europe. Other mineral resources are immense, and gold, nitre, iron, petroleum, etc., exist in large quantities. Prejudice and ignorance have so far prevented these immense mineral resources to be turned to account, but the inroad which European customs are making will soon work a change and we may see in China developments, which will astonish the outside barbarians.

Two persons belonging to a neighboring town being on a visit at Glasgow to see the lions went to the College among other places. On looking up to the clock dial they were astonished to observe only one hand, which was an hour behind. One of them, thinking that nothing could be wrong about the College, observed in a flippant, apologetic tone, "Hoot man, that's naething ova; 'od man, I've seen our town clock aught days wrang."

It has been the custom of all former Presidents to entrust the newspapers with copies of their messages under a strict promise that nothing contained in them should be used until the proper time. Mr. Harrison, however, has written his message with a pen, and the discreet Miss Sanger will make the few necessary copies with her typewriter. Incidentally it may be remarked that the President has more confidence in a woman's ability to keep a secret than he has in a man's faithfulness to a promise.



AMERICAN WATCH TOOL CO'Y,



WALTHAM, MASS.,

MANUFACTURERS OF

The Webster and Webster-Whitcomb Lathes

AND WEBSTER FOOT WHEELS

UNDER THE FOLLOWING PATENTS:

No. 167,974, issued Sept. 21, 1875, relating to method of building Slide Rests the vital point being a slot in the longitudinal slide, passing out of one end, with a removable bushing for the screw, so that the slide and screw are easily removed.

No. 171,082, issued Dec. 14, 1875, relating to Universal Heads and Plates on Chuck, viz., the movable bearing for pump centre, and jointed pump centre with locking back device.

No. 412,439, issued Oct. 8, 1889, relating to Tailstocks, viz., split and clamping bushing, and bushings for screw Tailstocks.

The word "WEBSTER," applied to Foot Wheels, has been our Trade Mark since 1883.

All parties are cautioned against making, selling, buying or using any goods not made by us which infringe these patents and this trade mark. They are also cautioned against buying imitations of our goods, either foreign or home made.

We are often asked to replace broken or defective parts of imitations. This we are not able to do, as the imitations are not perfect copies, and we are unable to match them; consequently buyers are obliged to wait for the transmission of their orders abroad and the return of the goods, which will prove very vexatious and expensive.

This is said in the interest of **honest** business.

July 14, 1889, our Mr. Webster celebrated the one hundredth birthday of the Republic of France by placing a Webster-Whitcomb Lathe on the top of the Eiffel Tower, Mons. Eiffel remarking: "*Je fais honneur a votre tour en le plaçant au dessus de ma tour.*"

Although so **high**, it is within **easy** reach of every watch repairer.

BEWARE OF IMITATIONS.

Do not be persuaded into buying a foreign made article for the sake of a few dollars, as you are sure to regret having done so. It is a pleasure to be imitated, and this fact PROVES THE SUPERIORITY of the

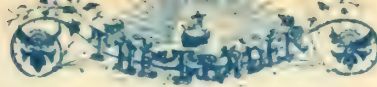
Whitcomb and Webster-Whitcomb Lathes

As no other make is considered worth imitating. We can guarantee the genuine, and no one can guarantee the imitation.

Send for Circular and Price List, and all information to

P. W. ELLIS & CO., - TORONTO,
Sole Canadian Agents.

WALTHAM, MASS., Jan. 1st, 1890.



Louis Davis & Company.

MONTREAL.

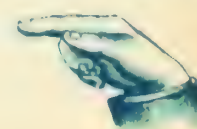
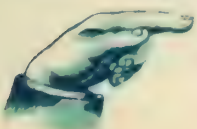
WHOLESALE JEWELLERS & DEALERS IN
PRECIOUS STONES.

NOVELTIES ARE OUR **GREAT SPECIALTY**
IN EVERY LINE OF GOLD & SILVER JEWELRY.

THIS WE MAKE *The Feature* OF OUR BUSINESS.

Sole Agents in the Dominion of Canada for the Celebrated Window Fronts
and Shop Fixtures of **F. SAGE & CO. of LONDON, ENG**

CATALOGUES AND ALL INFORMATION IN CONNECTION WITH SHOP BUILDING &
WINDOW FITTING SUPPLIED BY MAIL UPON APPLICATION.



This question is often asked
WHERE DO YOU BUY YOUR
Watch Materials & Tools.

THIS ANSWER IS VERY OFTEN GIVEN !

P. W. ELLIS & CO.
TOOL, MATERIAL & SUPPLIES
DEPARTMENT.

TORONTO.



$\frac{1}{2}$ SIZE.

HARD.

New hard Webster Whitcomb Lathe. The watch repairer's Lathe. Design of '89, improved tailstock, takes No. 2 Chuck. Bed 11 inches long. Send for Circular and Price List to

The Best Lathe ever designed—the latest and best.

SEE OUR JEWELRY AD. ON PAGE 2 OF COVER.

P. W. ELLIS & CO., TORONTO.



The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES
ORIGINAL.
DURABILITY
GUARANTEED.



J.G.C. & CO.

(TRADE MARK.)

FINISH ALL
THAT
COULD BE
DESIRED.

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

J. G. CHEEVER & COMPANY,
NORTH ATTLEBOROUGH, MASS., U.S.A.

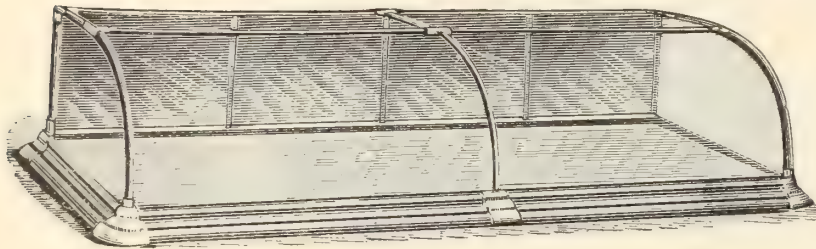
GEO. P. WAGNER.

CARL ZEIDLER.

D. C. WAGNER.

DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.
(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver
Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

Show Rooms, Head Office and Factory: West Toronto Junction, Ont.

HOW IS YOUR STOCK OF WATERBURY WATCHES?

THE TRADE SAY: = =

They Give the Best Satisfaction.

They are Profitable Goods to Handle.

Because they are Quick Sellers.

We cannot afford to be without them.

“A WORD TO THE WISE IS SUFFICIENT.”

THE WATERBURY WATCH CO.

81 KING STREET EAST,

-

TORONTO, ONT.

WISE AND OTHERWISE.

HIGHLYVES—Angels.

NEVER pick a quarrel before it is ripe.

Tis the bouquet of old wine that makes the toper's nose gay.

THINGS one would rather have left unsaid: Dearest friend (admiring the new portrait): "How sweet! How charming! How pretty! And yet so like—"

GREST (calling down through speaking tube)—"Quick! What shall I do? There's a man under my bed!" Night Clerk—"Sleep on top of the bed."

At a recent Harvard assembly—Miss Bimmer (between gasps)—"You'll pardon me—Mr. Sears, if I remind you—that this—is simply a figure—in the German and—not a t-tackle in the foot ball match."

MISS GUSHINGTON—"Do you not find Dr. Smalltalk very entertaining? He is such a mimic." Mr. Sneerington (who detests the doctor)—"I have often noticed that the doctor takes people off very cleverly."

OLD GRIGGS—"Really, Tom, my boy, I can't stand this extravagance. You spend five times as much money on yourself as I do." Tom—"Well, don't you know, father, I haven't got a son to support and you have."

A SEVENTEENTH Ward school teacher recently asked her class the question—"What is a pilot?" The smart boy answered: "It is a lot where they grow pie plant," and was sent to the foot of the class.

"Put out your tongue a little further," said a physician to a female patient—"a little further, madame, if you please—a little further still."—"Why, doctor, do you think there is no end to a woman's tongue?" cried the fair invalid.

JOE—"How did young Jones happen to get shot?" ELI—"You see, he held a penny between his fingers for one of these western fellows to shoot at." JOE—"And he got his hand shot off?" ELI—"No; he got hit in the left foot."

A MAN went into the country last Sunday for a walk. He carried his overcoat on his arm, but, finding it burdensome, hung it on a fence. Taking a card from his pocket he wrote: "Do not touch this coat; infected with small pox." He came back two hours later and found the card, upon which was written, underneath his warning: "Thanks for the coat; I've had the small pox."

TWO ladies were walking along East Genesee Street last evening when a zephyr lifted the hat of one of them, and sent it whizzing a block away. A young gentleman who saw the picture of despair which came over the face of the owner of the hat, went in pursuit of the flying specimen of the milliner's art, overtook it and returned it to the young woman. Did she thank him? No. She simply remarked:—"I thought that darned rubber wasn't good for nothing."

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade. NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

A GOOD DEMAGNETIZER machine for sale, price \$10. Apply EUGENE MARCHAND, St. Jerome, Que.

A S TRAVELLER. Situation as traveller for a wholesale jewelry house wanted by a young man, with good connection from Toronto eastward. Best of references as to character can be furnished. Address A. M. Brock, Kingston, Ont.

A RARE CHANCE for a good man in the jewelry business. For sale in a live town, county seat, 3,000 inhabitants, and a fine country trade. Only one other shop which carries a small stock. Best stand in town; rent low. Anyone meaning business apply to A. D. HENSEL, Welland, Ont.

CITY TRAVELLER wanted to sell jewelers' sundries. None but a first-class man capable of taking charge of this department need apply. Address, Box 999, care of TRADER PUB. Co., Toronto, Ont.

FIRE PROOF SAFES FOR SALE. Write for sizes and prices. Good value. E & A GUNTHER, 16 Jordan Street, Toronto.

FOR SALE.—A 45 lb. Webster foot wheel in good shape; the very latest style; cost \$10.00, will sell for \$6.00. J. B. REMEAL, Clinton.

FOR SALE.—1 Bliss Transit Instrument, \$45; 1 Swiss Brass Wax Lathe, with Tailstock, \$10; 1 American Lathe, \$14; 1 pair Jeweler's Rolls, 6½ in. wide, with grooves for round and half round, \$16, and 1 Depthing Tool, \$2.50. For cash or American watches, or would trade for show case. Address, A. E. B., Box 297, Trenton, Ont.

FIRST-CLASS WATCHMAKER, good on all kinds of work, open at once for situation; good salesman. Reference, J. L. DARLING, Simcoe, Ont., Address, R. W. DUVAL, care J. L. DARLING, Simcoe, Ont.

FOR SALE.—In a thriving town of two thousand, a good jewelry business, stock and fixtures, about twenty five hundred dollars (\$2,500), good run of bench work, regular bonanza as it will be sold cheap; good reasons given for selling. Don't apply unless you mean business. Address, Box 80, TRADER PUB. Co., Toronto.

FOR SALE.—\$25 demagnetizing machine with battery complete. Guaranteed the most perfect machine for the purpose made. Address, H. R. CRIDDON, Box 182 St. Catharines, Ont.

IMPROVER to watchmaking wanted, one who has been at the trade for a year or two. Must have first class references. Apply to FRED CRIDDON, 83 King St. East, Toronto.

JEWELERS' SAFES FOR SALE.—Good value. Write for size and price. E & A GUNTHER, 16 Jordan Street, Toronto.

PHENOMENAL.—A practical demagnetizer, with all necessary appliances, warranted satisfactory, sent to any address for \$3.00. No electric wire or battery required. Address, with amount enclosed, or send for particulars to FRED. F. IDE, Sup. Peoria Watch Co., Peoria, Ill.

SITUATION WANTED.—By a watchmaker with 5 years' experience, 22 years of age; has a good kit of tools, including a Moseley lathe with attachments; can do clock and ordinary jewelry repairing, or could act as salesman. Would prefer a situation in a country store. W. W. MATTHEWS, 445½ Yonge St., Toronto.

SITUATION WANTED as watchmaker; has had 6 years' experience. Has a good set of tools; could do all kinds of jobbing. Can furnish best of references. Address, W. S. S. F., TRADER PUB. Co., Toronto.

SITUATION WANTED by a competent watchmaker, 10 years' experience; fully qualified to do all kinds of repairing on fine and complicated watches. Best of tools, including American lathe and attachments. Can furnish best of references as to workmanship and character. None but those requiring a good man, with permanent situation need take any notice of this advertisement. Will work reasonable. Address, WATCHMAKER, care of T. H. LEE & SON, wholesale jewelers, Toronto.

WANTED.—Situation by a young man, 20 years' of age, as improver. Can do any ordinary watch or clock repairing and hard soldering. Would work for little more than board at first. Improvement, not wages, the object. Address, H. M. VIAL, Brussels, care of H. L. JACKSON, Jeweler.

WANTED.—A good watchmaker, with a little capital, as partner to practical manufacturing jeweler, with view to running both wholesale and retail business. Has one of the most complete sets of tools and machinery in Canada, and already a good trade. Address, N. L., 72 Wellington Street, London, Ont.

WATCHMAKER wanted at once, having set of tools and American lathe, one used to serving in store preferred. Apply with references, FRED CRIDDON, 83 King St. East, Toronto.



The Montreal Optical & Jewelry Co., Ltd.

Warehouse and Factory, 1685 Notre Dame St. Montreal.

P. O. BOX 1054.

ONLY MANUFACTURING OPTICIANS IN CANADA.

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

OPTICAL GOODS

Ever Shown in the Dominion.

Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles

AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

Montreal Optical and Jewelry Company, Limited.

G. H. LEES & Co.,
MANUFACTURING JEWELERS,
WATCHMAKERS AND ENGRAVERS.
HAMILTON, - - - ONT.

Have their factory fitted with the most improved and best steam machinery and make a specialty of making any kind of jewelry to order, particularly **Rings** of all kinds. Orders of every kind promptly filled, Medals, Hair Jewelry, Enameling, Stones cut and engraved. Repairing receives prompt attention, and at moderate prices. We have a good reputation for being prompt. Watches demagnetized and properly repaired. Tools and materials.

Our Terms are Cash. Please give us a Trial.

JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

MURRAY & WYLIE,

ROOM 58,

YONGE STREET ARCADE, - - - TORONTO.

W. COATES & BRO.,
JOBBER IN
JEWELRY AND WATCHES,
BROCKVILLE, ONT.

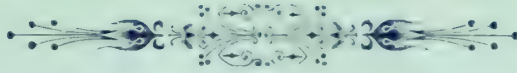
C. W. COLEMAN,
10 KING ST. WEST, (up Stairs,) - - - TORONTO.
WATCHMAKER TO THE TRADE.
Importer and Dealer in GRANDFATHER CLOCKS,
QUARTER TING-TANG AND CHIMES.
ESTIMATES FURNISHED FOR TOWER CLOCKS.

T. WHITE & SON,
MANUFACTURING JEWELERS,
LAPIDARIES & DIAMOND SETTERS,
RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.

Canadian and Foreign Stones Polished and Mounted for the Trade.
N.B.—A variety of Stones and Imitations of all kinds in Stock.



A CASE YOU CAN SWEAR BY.



THE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of GOLD FILLED WATCH CASES.

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to wear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can swear by."



THE GOLDSMITHS' STOCK COMPANY OF CANADA, LIMITED.

Spring 1890.

AMERICAN JEWELRY.

NEW GOODS IN EVERY DEPARTMENT. We draw especial attention to our selection of American Jewelry; it will please the most fastidious buyer. We show a complete range in Ball Necklets, Bracelets and Victorias; artistic designs in Brooches, embracing every leading novelty of merit; some pretty things in Jersey Pins, Scarf Pins, Charms, &c. Inspect our Travelers' samples thoroughly, and it will pay you, especially our Maltese Cross Roll Plate Chain, the best value offered.

ANSONIA - CLOCKS - AND - BRONZES

WE HAVE SOMETHING SPECIAL TO SHOW YOU.

NEW DESIGNS IN BOSS, CRESCENT AND FAHYS' FILLED CASES.

WALTHAM, ELGIN AND COLUMBUS MOVEMENTS.

AN ATTRACTIVE ASSORTMENT OF GOLD GOODS.

PAILLARD NON-MAGNETIC MOVEMENTS.

48 YONGE STREET, - - - TORONTO.

MARCH, 1890.



T. H. LEE & SON.
THE LEADING HOUSE
FOR DIAMOND AND OTHER GEM RINGS,
WILL SHOW DURING THIS MONTH,
THE FINEST DESIGNS IN RINGS EVER OFFERED THE TRADE.
THEIR STOCK of AMERICAN MOVEMENTS

WILL BE AS COMPLETE AS EVER, AND WITH THEIR
LARGE STOCK of GOLD, SILVER & FILLED CASES,
WITH COMPLETE LINES OF
AMERICAN JEWELRY
MAKES THE BEST STOCK EVER SHOWN THE TRADE.

T. H. LEE & SON, - - **1 WELLINGTON ST. EAST, TORONTO.**



P. W. ELLIS & CO.

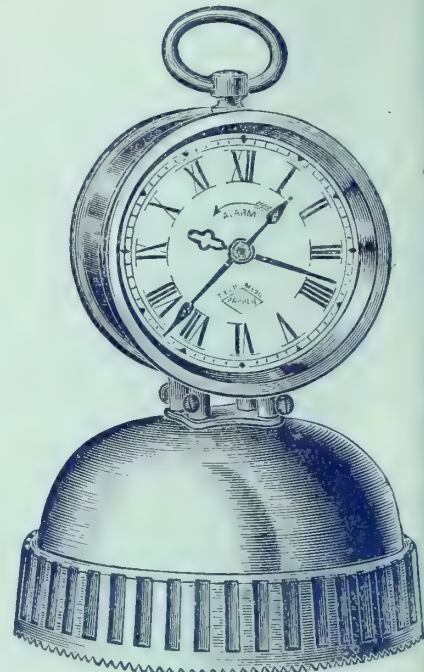
31 Wellington St. E. - - TORONTO - - 40 Front St. E.

WE LEAD IN NICKEL & WALNUT CLOCK SPECIALTIES.

SEE OUR TRAVELLER'S NEW SAMPLES.



No. 100.



No. 50.



No. 37.



No. 40.



The Goldsmiths' STOCK COMPANY OF CANADA [LIMITED]

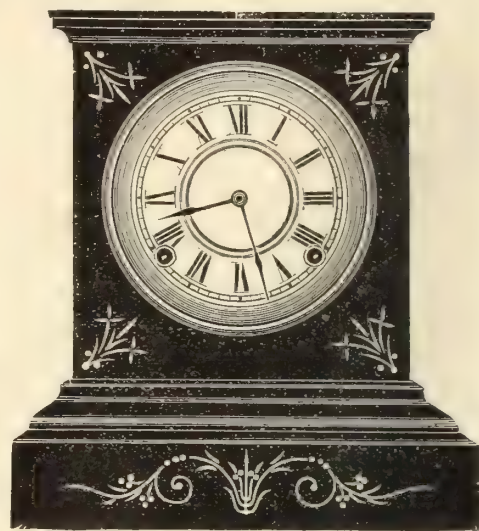
THE Spring Trade has opened quietly, business in every line is depressed and the jewelry trade is no exception. Recognizing that our customers require at this season tempting goods at favorable prices, we made a special effort to obtain drives in every department. We have been successful to a very great extent, and the trade generally will find it to their material advantage to carefully inspect our line and hear from our travellers, the various "points" we are in a position to give them.

We have resources that are very ample in both capital and experience, and these we utilize to the utmost to maintain and increase our trade with the independent jeweler. We draw special attention to our new lines of Ansonia Clocks, for value these have never been and are not now equalled in this market. We publish a few cuts of the more desirable patterns. Of American Jewelry we make a decided specialty, as that department is, for the spring trade, one of the most important in our business. The goods are bought by a buyer of many years' experience who is constantly in touch with the trade, and is in a position to know its requirements. Inspect the samples thoroughly, it will pay you.

ANSONIA ENAMELED IRON CLOCKS.



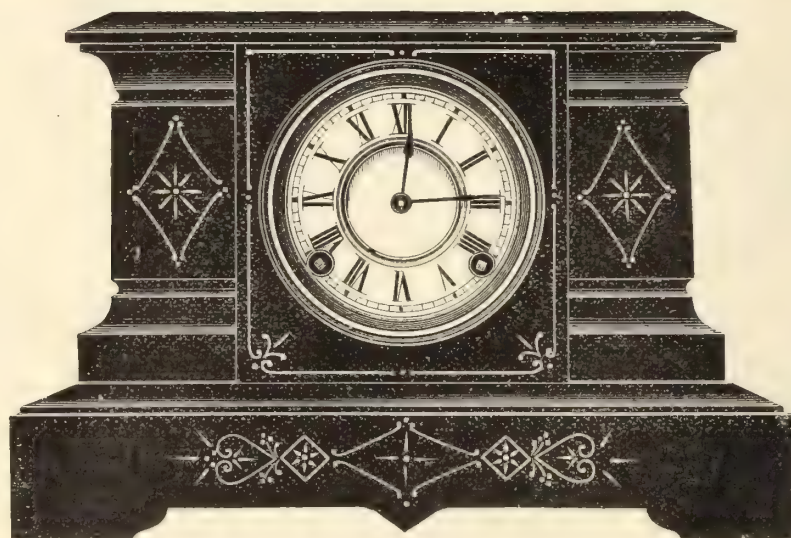
GENOA.



UNIQUE.

SPECIALS.

SUPERIOR TO



PALERMO

ALL OTHERS.



1112.



1113.



1115.

AGENTS FOR CANADA: The Goldsmiths' Stock Company of Canada, Limited.

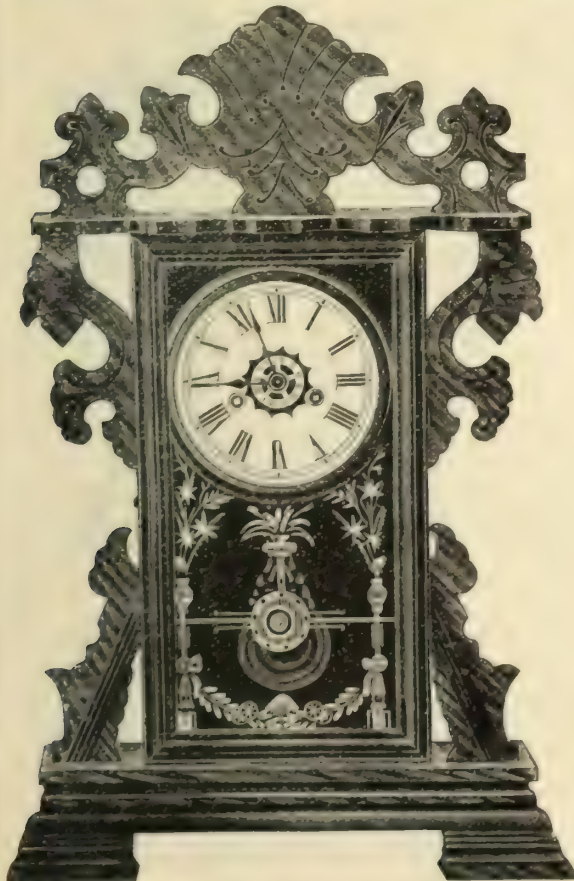
ANSONIA SPECIAL WALNUTS.



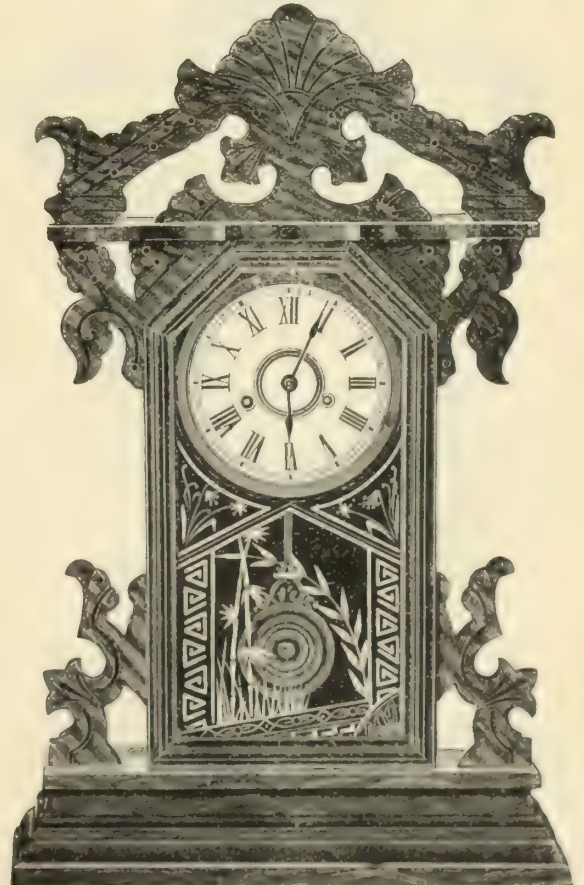
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No. 2.



No. 3.



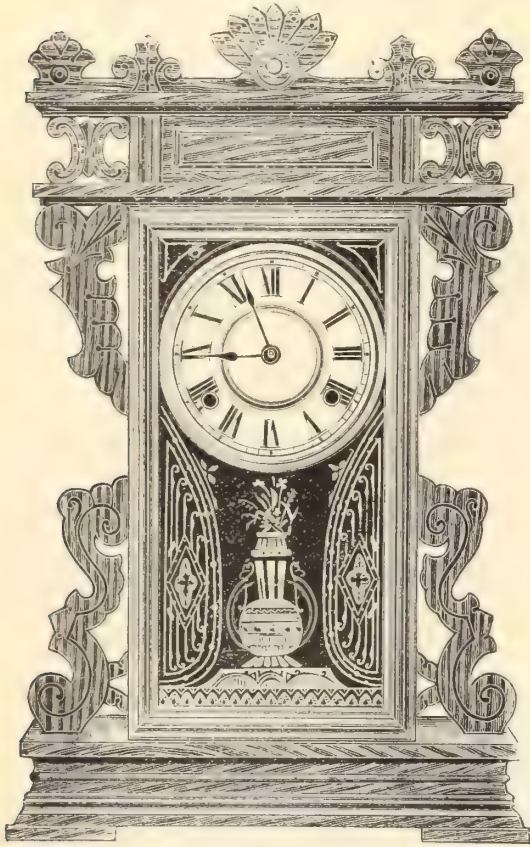
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UNEQUALLED VALUE. WRITE FOR PRICES.

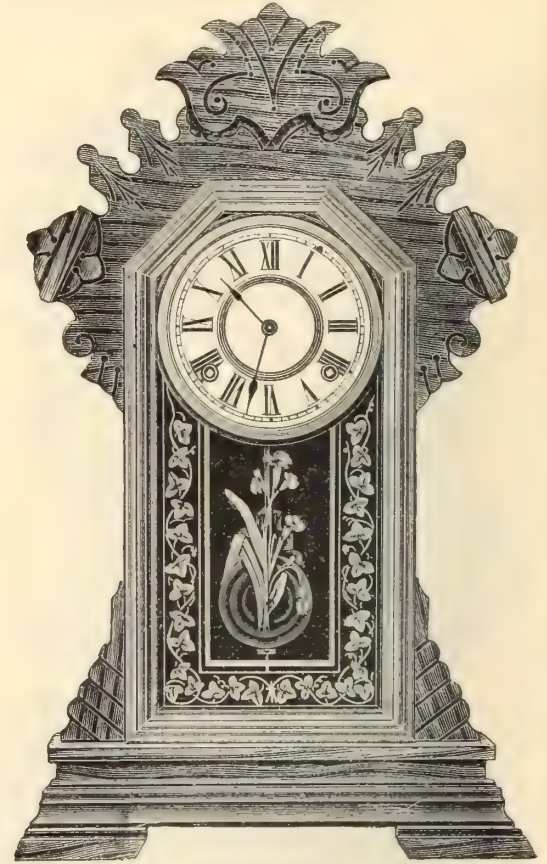
Agents for Canada, The Goldsmiths' Stock Company of Canada, Limited.



ANSONIA SPECIAL WALNUTS.



No. 5.



No. 6.



No. 7.



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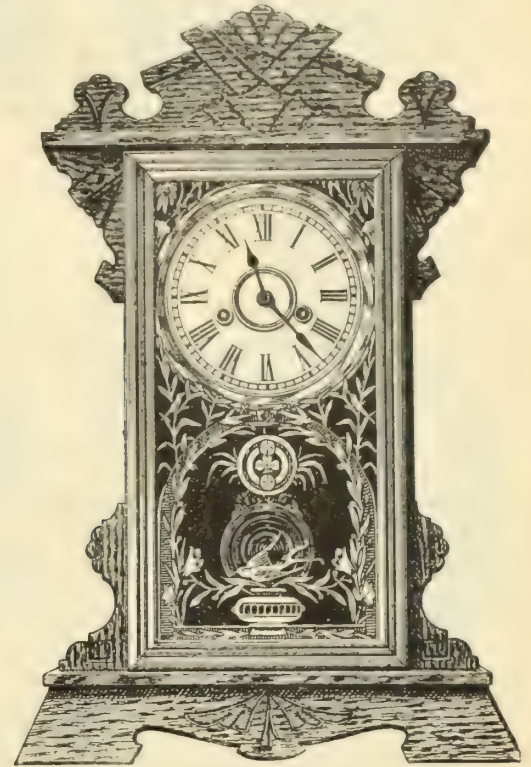
WRITE FOR PRICES.

THESE ARE LEADERS.

ANSONIA SPECIAL WALNUTS.



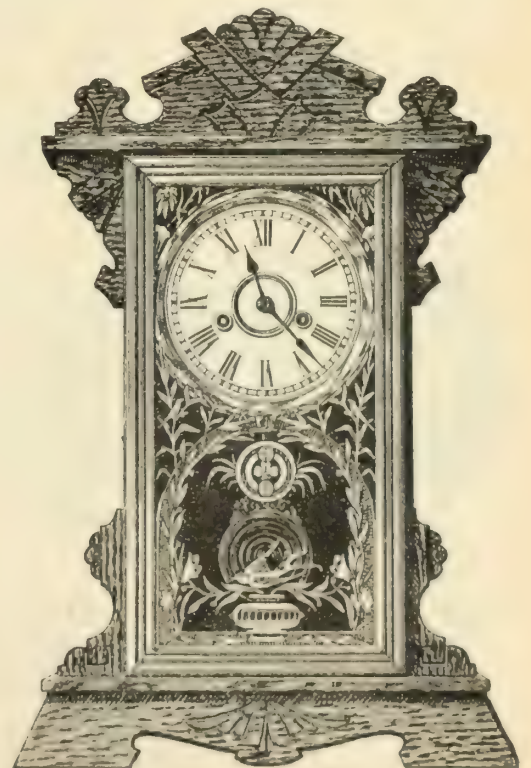
No. 10.



No. 11.



No. 12



No. 9

WE DISTANCE ALL COMPETITION.

AGENTS FOR CANADA: The Goldsmiths' Stock Company of Canada, Limited.

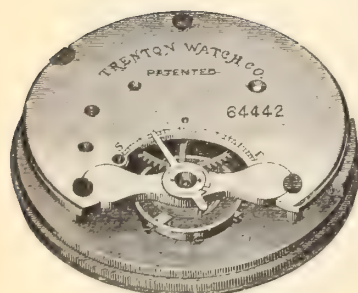


TRENTON COMPLETE WATCHES.



No. 40.

Bassine, Nickel Silver,
Double Joints & Thumb Pieces.



No. 20.



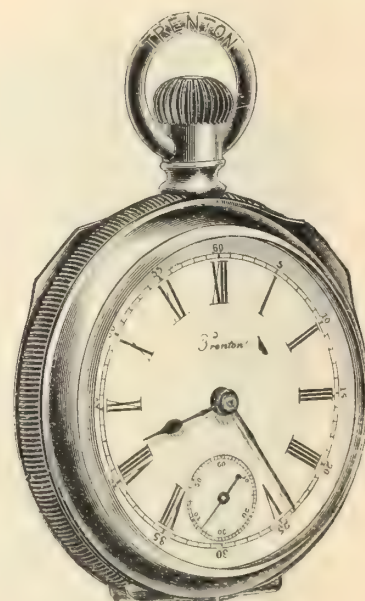
THE TRENTON

In New Screw Back
and Bezel,
Vermicelli Border
and Centre

*** COIN * SILVER * CASE ***

Is the
**LEADING LOW PRICED
WATCH**

For this Spring's Trade.



No. 25.

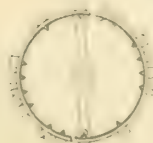
This Stem Winding Silver American Watch is a
marvel of cheapness. For a leader

AT TEN DOLLARS RETAIL

it is the best value in the world.

The Goldsmiths' Stock Company of Canada, Limited, Toronto.

PAILLARD NON-MAGNETIC WATCHES.



PAILLARD'S PATENT NON-MAGNETIC
COMPENSATION BALANCE AND HAIR SPRING

ON EXHIBITION at the New York Office of the Non-Magnetic Watch Co., is one of their Movements which passed through the great Seattle Fire.

While the Movement was, of course, rendered valueless as a time-piece by the fiery ordeal, it could not be bought from the Company at their highest list price, because of the proof it gives of the marvellous qualities of the balance and hair spring. They are perfectly bright and clean, showing no effects of heat or dampness.

The universal testimony regarding the Paillard Non-Magnetic Watch is that apart from being the only thoroughly reliable NON-MAGNETIC Watch in the market, it is at the same time the best value as a well-finished time-piece.





ENGRAVED BAND RINGS.



No. 1.



No. 2.

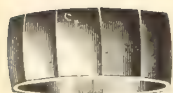


No. 3.



No. 4.

SELECTED PATTERNS.



No. 5.



No. 6.



No. 7.

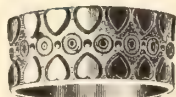


No. 8.

PERFECTLY FINISHED.



No. 9.



No. 10.



No. 11.



No. 12.

STANDARD QUALITY.



No. 13.



No. 14.



No. 15.

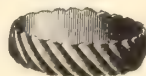


No. 16.

WE SHOW ONE HUNDRED DESIGNS.



No. 17.



No. 18.



No. 19.



No. 20.

WRITE FOR SAMPLES TO

The Goldsmiths' Stock Company of Canada, Limited.



TORONTO, ONT. MARCH 1890

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in jewelry and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.

67 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

THE BUSINESS OUTLOOK.



THAT business has been more than usually dull throughout Canada during the months of January and February, is a fact that no truthful merchant can gainsay.

The reasons for it are probably three fold, the open and exceedingly wet winter that we have had, owing to which our farmers could neither get their grain to market, nor our lumbermen get ahead with

their usual winter's saw-logging. The low price of barely has also been another and a very serious factor in assisting to keep business quiet, and last, but not perhaps by any means least, has been the visit of the epidemic known as *la grippe*, which struck the country at the commencement of the year. Whether or not these were the principal causes of the depression we cannot say with certainty, but they were no doubt considerable factors in it.

Will this state of things continue for the balance of the year as many of our croakers predict? This is a question very hard to answer, and any answer from whatever source must be more or less a matter of guess work.

The prevailing idea amongst shrewd business and financial men, however, is, that the present depression will not be of long duration. The snow and hard frosty weather which we have enjoyed for the past three weeks have already done much to help the situation, and there is no doubt but that a great deal of money would be set in circulation, could the farmers succeed in getting the balance of their crops marketed.

While the business outlook is not of the brightest, still there

is not any cause for the panicky feeling that has seized some of our merchants. The situation wants caution on the part of the retail trade, and forbearance on that of our wholesale trade, and if these are exercised there is not much to fear.

LET THE SCOUNDRELS LOOK OUT.

The announcement that the Senate of the United States had ratified the Extradition Treaty, recently arranged by Sir Julian Pauncefote, the British Ambassador at Washington, and the Hon. James G. Blaine, United States Secretary of State, will no doubt be equally welcome to all honest citizens in both Great Britain and the United States.

That Canada was long ago fully ripe for some such treaty was amply evidenced by the practically unanimous manner in which both our Senate and House of Commons, last session, passed the Weldon Extradition Bill; a measure which although somewhat in advance of public opinion in both England and the United States, reflected the prevailing sentiments of the Canadian people on this very important question.

The scope of this new extradition treaty is so comprehensive, that it may be said practically to embrace all descriptions of rascality outside of political offences. In one respect only does it fail to go far enough, and that is in defining thoroughly what is a political crime. Without setting up for a prophet, we think we can predict that considerable divergence of opinion will manifest itself just as soon as a debatable case arises out of the agrarian and other outrages which are unfortunately so prevalent in Ireland during the present period of agitation and excitement.

While England is interested in having such a treaty, to Canada, lying as she does contiguous to the United States and divided from it for thousands of miles only by an imaginary line, it is almost a matter of necessity.

Hitherto we have given the United States the scoundrels of 5,000,000 of people, and received in return the dishonest and criminals which rise as a scum upon the 60,000,000 of the people which inhabit the country to the south of us.

If the proportion of criminals to honest and law abiding citizens were the same in both countries, this would practically mean that we get twelve scoundrels, while we send them only one in return, and as they are a class of emigrants that we have no desire to entertain, we hardly think the bargain a fair one for this country.

We have always advocated the giving up of all American scoundrels, whether the United States were willing to reciprocate in any such arrangement or not, for while they are badly wanted at home, their room is preferable to their company so far as Canada is concerned.

Canada has for years past been a favorite place of refuge for burglars and other law breakers from the United States, and many of the most daring robberies that have ever taken place in this country have, without doubt, been carried out by these gentry while sojourning with us in enforced exile. This extradition treaty will have a tendency to keep these gentlemen at home, or if their own country gets too hot for their comfort, they will in future be forced to seek some other country less



THE BIG SIX.

1 DAY.

∴

Clochette,
Liris,
Nereid,
Boreas,
Boniton,
Bobolink.



8 DAY.

∴

Grayling,
Rambler,
Shamrock,
Tomahawk,
Nereid,
Irex.

E. & A. GUNTHER

16 JORDAN STREET,

=

TORONTO.

willing to afford them immunity from the punishment of their crimes.


The United States has also long been a favorite hiding place for our own outlaws, who knew that once across the line they could snap their fingers at Canadian law and justice. For the sake of such people, or more properly speaking, for the sake of those whom they have swindled or victimized in other ways, we are sincerely thankful that this too convenient place of refuge will now be unable to afford them shelter.

The effect of this treaty should be a decided decrease of certain classes of crime, especially those in connection with commercial transactions. Many a man now a criminal and a fugitive from his native land would probably have never committed the crime for which he is outlawed, had he not known that in a few hours he could easily place himself beyond the reach of his own country's justice. We trust that it may be so at any rate.

CORRESPONDENCE.

PUT HIM ON THE LIST.

Editor TRADER—Sir:

 HAVING been in the habit of reading THE TRADER I got from a friend of mine while in Aylmer, and having removed to Richmond and started business for myself, would be very much pleased to receive a copy in the future.


I remain yours,

Richmond, Feb., 1890.

W. H. SMITH.

WE SEND IT WITH PLEASURE.

Editor TRADER—Sir:

 HAVING seen a copy of THE TRADER, and noticed that you send a copy free to every watch dealer in Canada, I take the liberty of asking you to remember me. By so doing you will confer a great favor on me.


Yours very truly,

North Kingston, N. S., Jan. 28, 1890.

W. W. NELLY.

EXPORTING A WATCH.

Editor TRADER—Sir:

 I HAVE a watch I want to send to England. Can I send it, and how can I send it, and what will it cost me? Let me know through THE TRADER. And oblige, yours truly,


ALFRED BUCKINGHAM.

Melbourne, Feb. 24, 1890.

Ans.—You can send your watch to England. The post-master or express agent in your town will give you a rate on it.
ED. TRADER.

A CURIOSITY.

Editor TRADER—Sir:

 SINCE you are talking about botching, what do you think of this mainspring? Hang it up in your parlor or donate it to some museum. I took this out of an American movement that came in to have a balance staff. I have kept it, trying to find the maker, but have so far failed.

Yours truly,


S. EASTWOOD.

New Glasgow, N. S.

NOTE.—The mainspring in question is certainly a marvel in its way, and well calculated to adorn the museum of any horological antiquarian.—ED. TRADER.

"IMPROVER" ANSWERED.

Editor TRADER—Sir:

 IN answer to "Improver," of Thorold, I would say "Napier- and Watt," recommend plating the articles in strong nitric acid with some common salt sprinkled in it. No matter how theoretically right they may be, I would like to know how about the silver articles after being in strong nitric acid? "Gare" advises to heat the articles red hot, and plunge while hot in diluted sulphuric acid. Also, and certainly better still, if he has a battery of any kind suitable for plating, make a solution of one part cyanide potassium to ten of water, attach a platinum cathode and make the article *he desires to strip* the anode. If the article is plain, brush off with pumice stone and oil, and then with rotten stone and oil, and finish with rouge as usual; but for frosted or matted, or large hollow work, give me battery and cyanide solution. For safety, of course, he must take it out every little while, and brush it with some pulverized bath brick or pumice stone; if he leaves it in too long he will make a good silver plating bath of his solution. He must, of course, use some judgment in the matter.

I remain,

Yours respectfully,


Brantford, Feb. 7th, 1890

JUVENUS.

P. S.—If he has not got a battery, and the article is of some value, he had better leave it alone and send it to some practical man in Toronto.

OUR READERS THE BEST JUDGES.

Editor TRADER—Sir:

 ON looking over the 1884 volume of an American trade journal, I read an editorial which spoke very disparagingly of a certain "Canadian trade journal," and its method of doing business, that is, by sending the paper free to the trade. The article further stated that advertisers were throwing their money away by advertising in such a paper, "as a paper that



SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.



Every Piece is Stamped Thus.

TRADE MARK FOR



HOLLOW WARE.

All our Flat-Ware bears this TradeMark.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN
EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

could be gotten for nothing would not be preserved for future reference." Of course the "Canadian journal" referred to was *THE TRADER*. Those who have been receiving your paper will have noticed a decided change for the better in every volume, but probably they would be very much surprised (as I certainly was) at the wonderful improvement it has made, if they should take the trouble to compare any number of Volume I. or II. with any number of the present volume. I have made a comparative table of contents of Vol. IV., No. 10, with the latest number. If you think it would be of interest to your readers, I will send it to you for publication in your next issue.

Could you furnish me with a copy of Vol. I., No. 1, or any number of Vol. I.? I would like very much to get one.

Respectfully yours,

R. B. TAYLOR.

Grand Valley, Que., Feb. 14, 1890.

NOTE.—We should be pleased to publish any criticism our brother may send us regarding our journal, and shall be glad for any suggestions he or any one else may have to offer. We have no back numbers of *THE TRADER* for 1879, but if any of our readers have one that they can spare, we shall be glad if they will forward it to Mr. Taylor's address.—ED. *TRADER*.

"THE BOTCH."

Editor *TRADER*: Sir:

I hope the question "what shall we do with the botch?" has come to stay until such time, at any rate, as we have thrashed it out to a thoroughly satisfactory finish. To begin with, where do the botches come from? An answer to this question will be of use later on. I account for it to a certain extent in the following way: A man who has had no previous knowledge concludes he would like to go into the watch business. It strikes him that it is a nice, clean, easy business, with lots of money in it, and "goes into it." He gets hold of an old watch, and struggles with it till he gets it to pieces, *cleans* it, and gets it together again; if he succeeds without smashing everything all to pieces, he is elated accordingly. After he gets far enough advanced to designate certain parts of the watch "do go," "gudgeons," "cogs," etc., and to use soft solder liberally and often, he has great confidence in his ability to "fix a watch as good as the next one," and very shortly takes an apprentice to *learn him the business*. He starts him off at a dollar a week, and for the first six months keeps him busy cleaning windows, a clock occasionally, and mending brooches, etc. He then "advances" him to watches, and at the end of another six months the apprentice knows as much about fixing watches as his master, and, realizing the fact, gets dissatisfied. Thinks that as he does nearly all the work, and only gets a dollar a week, he might as well be a "journeyman," and get \$5. or \$6. He answers the first advertisement he sees for a "first class watchmaker," and gets the job at \$6 per week and thinks he is in great luck. So he is; but the watches he will handle ain't. The next question is how does he manage to get the situation and keep it? Simply because his new employer knows as little or less than the other, and probably does not know one part of a watch from another, therefore does not appreciate or under-

stand the difficulties to be overcome and the great amount of time and study required before a man is competent to be entrusted with the repairing of watches; and being anxious to make as much money as possible out of his business, will advisedly engage the cheapest applicant for the position and pays him perhaps \$6 a week, when as a matter of fact he is worth less than nothing. His employer sooner or later finds this out, but without looking into the matter in an intelligent manner attributes the want of success to any but the real cause, and proceeds to "load up" again with another man at the same figure and corresponding qualifications. I think these reasons given will partially account for the large number of incompetent workmen extant, and I also think that there are a great many such who are thoroughly cognizant of the fact, and would, if the opportunity offered, be only too glad to avail themselves of it to improve themselves in their business. I think a good horological school properly conducted would do more to elevate the standard of workmanship and wages of practical watchmakers than anything else, and it seems to me that the solution of the difficulty lies entirely in the hands of the practical watchmaker, and providing that we as a class take sufficient interest in our business and welfare to agitate this matter, it will be for our own benefit and profit. Therefore, I say let every one interested state his views on the matter, in a clear, concise manner and the result will not be *nil*.

ONE WHO HAS BEEN THROUGH THE MILL.

THE "BOTCH" QUESTION SETTLED.



Editor *TRADER*: Sir:

YOUR short article on the "Botch" question in the February *TRADER* is provocative of scarcely more than a passing thought. You have no doubt good reasons for not *leading* this discussion, though to me the question seems to be one of more than "retail" interest. On the skill and capacity of watch repairers really rests the foundation of success of nine-tenths of our jewelry establishments. It cannot therefore but be the duty of everyone interested in the trade to lend a helping hand in the furtherance of any scheme having for its object the perfecting of that skill.

There has always appeared to me to be a peculiar want of unanimity amongst the retail watchmakers of Canada, in which respect they are far behind their brother tradesmen—the druggists. Even the booksellers and stationers, whose trade calls for but little technical education, have their central and local associations, and not, too, without decided benefit to their members.

Was it jealousy, or want of purpose, or lack of leadership that allowed the Toronto Retail Jewelers' Association to die such an early and unnatural death? Or was it not that the members needed some sort of fountain head from which a constant stream of refreshing waters could be poured forth to the real benefit of those coming to it to satisfy their natural thirst?

Does it not appear to you that this fountain head is only



STICK TO YOUR GUNS !

FRIENDSHIP.

PUSH.

*WE have taken the opportunity during this month to run over the Western Territory and see our customers and the trade generally, as we believed that it would well repay our trouble, if only to see the different Jewelers and their way of conducting their business, and we take this opportunity of **Thanking them one and all for the uniform courtesy and kindness that we met with.** At the same time it was with considerable regret that we noticed an almost **universal wail**, and the often expressed wish to throw the whole business up, hence our note of warning as above, **Stick to your business, don't despair.** Rest assured that if business is bad with you, it is a great deal worse with the dry goods and other businesses, and they have not any repairs to fall back upon as you have. As one of our travellers once remarked, "If there are ten men ahead of me, there are twenty behind." So it is with you. Business **must** be better very shortly, **so never give up.** Do your best. Love your neighbor (that is your jobber), pay your notes as soon as you can ; if you cannot at maturity, keep a clear head, a good heart (that is half the battle), and you will very soon see that we are no **False Prophets**, and that this stagnation will soon pass away, and then the Jewelers will have their innings, and "that million a year" will come to more than Thayer & Co. We have had our say, and hope it will tend to **brace some weary brother up ; if only one, we will be well satisfied:** No use in our saying a word about our goods. You all know that we carry the finest line in the trade of **Jewelry, Watch Cases, and Movements**, and that **Our goods are all new and fresh.***

THAYER & CO.,

3 WELLINGTON EAST, - TORONTO.

SQUARE DEALING.

GOOD VALUES.

to be found in some such permanent institution as a Horological College? Does it not also seem quite feasible to start an institution of this kind in Toronto with but little trouble and less capital? Does there not, furthermore, loom up in that fertile imagination of yours, at no distant date, a handsome building with a capable staff of professors, teaching both the young and the partially skilled all the latest inventions relating not merely to the intricacies of watch making, but of jewelry manufacturing, silver plating, &c.?

Now what are the proper steps to be taken in the furtherance of this plan?

1. Let a meeting be called—and you are undoubtedly the one upon whom devolves that duty—of all wholesalers and retailers interested. (If there be any difficulty in obtaining a room for this purpose, the company of which I am a member will gladly supply one)

2. Let the whole subject be thoroughly discussed as to the objects, possible attainments, resources of income, &c.

3. Let a small committee of practical, energetic men be appointed with all requisite powers—not to report at some future date as to the feasibility of the plan, but to really put all the necessary machinery into operation at the earliest possible date.

There is but little doubt but that the Ontario Government, if approached in a confident and business-like manner, would grant a yearly subsidy to an institution so thoroughly educative as this would be, and one so intimately in keeping with the plans for industrial learning initiated last winter by the Hon. Mr. Ross. As additional sources of revenue, the College could charge moderate fees for tuition, and might reasonably expect a small yearly contribution from every member of the craft in Canada, in return for which they could distribute amongst them—perhaps through the medium of THE TRADER

valuable information, such as you regularly publish under the heading of "Practical Hints on Watchmaking," by "Excelsior." Small though the sum might be to each watchmaker, the aggregate would no doubt be sufficient to pay a handsome salary to a professor. Then, again, those members of the trade who are unable from want of time or lack of experience to repair their customers' watches, could send them to the college for that purpose, and thus give the students material to work upon (under proper guidance, of course) and afford the college a fairly remunerative means of self-support.

The standard of the Degree would have to be maintained from the start, and if it were deemed advantageous to do so, a request for affiliation could be made to the Provincial University, so that B. H. or M. H. would really signify something more than a few hours blacksmithing at the pinions of a Waterbury or the re-soldering of the hammer of an Ansonia alarm.

Now, Mr. Editor, shew yourself to be what I believe you always have been, the Jeweler's friend, and in this matter.

It is needless to say that prompt action is required, ere the Ontario Legislature prorogues.

Yours very truly,

H. K. S. HUMMING.

Toronto, 18th February, 1890.

WHAT SHALL WE DO WITH THE BOTCH?

A SUGGESTION.



Editor TRADER—Sir:

WHAT shall we do with the botch? is beyond all doubt a vexatious query, and after reading Mr. Moffat's communication I have come to the conclusion that it would be advisable to continually agitate the subject until some one or several of us can solve the problem in a practical manner.

Mr. Moffat suggests a reform by Government or horological schools, both of which proposed remedies would prove ineffective. Government interference is entirely out of the question, and as for horological schools, the question arises, would the botch attend them? As a rule the botch is a man who imagines he knows it all, and depends entirely upon what "practice" he obtains in ruining good watches at the expense of the owner, in obtaining his "experience." As a botch said to me some time ago, and, by the way, he has spent about fifteen years obtaining his "experience," "*Practice is what's wanted, never mind the theory, there isn't any such thing as theory in repairing watches. Take 'em in, make 'em go, get your money, and the quicker you do 'em the more you'll make.*"

The above is a sample of the average botch, and in my estimation that class is beyond redemption.

Aside from the above argument, the great majority of botches are poor, and in many instances have families to care for, and the cost of such a course would deter them, even if they had the desire to attend a horological school. The average rate of compensation also tends to create an obstacle, as there are few who deem it worth while to spend so much time and money to obtain a practical knowledge of the trade, invest no inconsiderable amount in tools and then settle down to work for ten or twelve dollars per week.

The only effect a horological school would have would be to educate the younger members of the craft who possess or could obtain the means, and who really had a laudable desire to improve themselves in regard to proficiency. Such boys will get along, horological school or not, just the same as the proficient workman of to-day, provided of course they have the adaptability, push and energy.

There might perhaps be a comparative few of the older members of the craft who could afford to leave the bench or business, and sacrifice salary or business interests for a few months, who would take advantage of the opportunity to improve themselves, but, as I said before, the confirmed botch, never.

The only plan which has suggested itself to me is the formation of an association, composed of workmen who can prove their ability and proficiency by a practical examination or specimen work, and who will pledge themselves to better the trade by adopting certain measures recommended by the officers or directors of the proposed association, to abolish the botch. A certificate of membership could be granted, certifying that the person to whom it was issued is thoroughly competent to perform the work he publicly declares himself capable of performing, viz, the repairing of watches in a practical manner. Such a certificate would, I believe, be of as much value as a diploma

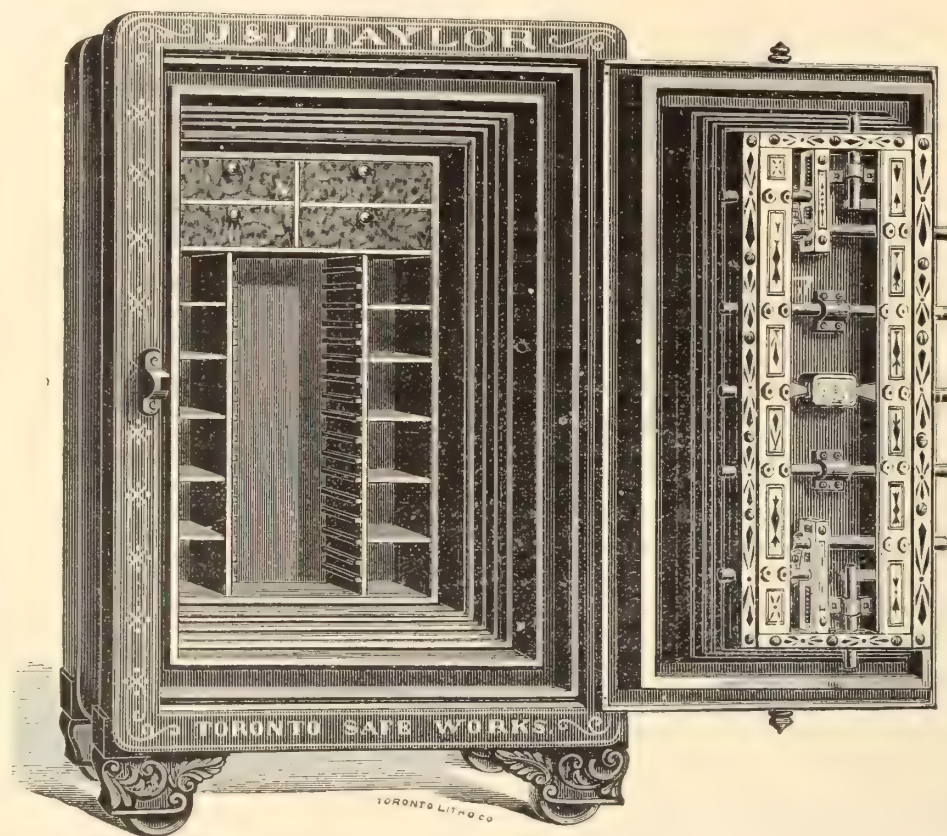


SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S

NEW STYLE

JEWELERS' SAFE,



FIRE-PROOF DOORS.

DOUBLE TONGUE AND GROOVE

WITH

J. & J. TAYLOR, TORONTO SAFE WORKS.

IN ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jeweler use, combining the advantages of first-class

FINE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

THE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

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Montreal Mar. 1, 1890

Dear Sir,

If you want the best
Rolled Plate Chain in the mar-
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dozen of our "B" Chains through
any jobber you deal with, and
you will never buy any other.

Yours truly,

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PERFECTION,

and will fully guarantee
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WE HAVE REGISTERED AT OTTAWA THE
LETTER **B** FOR ROLLED PLATE CHAINS
OF ALL GRADES MADE BY US, AS WELL AS THE TAGS

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15 K. Plain Gem Rings

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ANY LINE OF **RINGS** MADE TO ORDER
FROM SAMPLES.

15 K. and 9 K. Gold Alberts in all Patterns a Specialty.

granted by a horological school, and would accomplish much in convincing the public that the holder was worthy of all confidence and thoroughly competent to perform the work required. The formation of such an association presents many difficulties, but the same may be said of nine-tenths of such similar associations. If entered into by the general trade, it would, beyond all doubt, be of great benefit. In such an association, proprietors and journeymen would meet on an equal footing, and much benefit be derived therefrom, not to mention the advantage to employers in obtaining good workmen, and to workmen in securing good situations when desired. It would be of incalculable benefit to those desirous of obtaining light on certain subjects relating to the trade. Important subjects might be discussed as they were presented or became necessary, and it might be made an admirable medium for the exchange of ideas. In fact, its benefits and value to the trade could not be over-estimated. Surely there are enough good workmen in Canada to make their presence felt, even though they might not be in the majority at first. Time would accomplish much, and the membership would gradually increase as the benefits of becoming a member were perceived, and in the end the abolition of the botch would be an accomplished fact.

A beginning should be made some time, and why not at once. It is the first "few" in every association who do all the preliminary work, and in time its advantages are perceived, and then the association becomes an accomplished fact. Who and how many are there in the trade who will respond to this appeal?

THE TRADER. I feel assured, will be the willing organ of the proposed association. It must be borne in mind that nothing, absolutely nothing, can be accomplished by any individual effort. Organization is the only remedy. Drop THE TRADER a card, expressing your views in the matter, and be one of the "few" who will perhaps say with pride, at some future day, I am one of the original members of "The Canadian Practical Watchmakers' Association."

Let us hear from you early.

C. E. B.

NOTE.—In reference to the practical suggestion made in the above communication, we may say that if any such association is organized by the practical watchmakers of Canada, THE TRADER will be only too glad to give them all the space they require in the furtherance of the very desirable object they have in view.—ED. TRADER.

MODERN WATCH REPAIRING IN A MODERN WORKSHOP.

BY E. BEETON, TORONTO.

I received the following letter, which explains itself, and I might say that whenever any member of the trade desires to be advised on any subject pertaining to watches, I will be pleased to answer him to the best of my ability through the columns of THE TRADER.

GRAND VALLEY JAN 23rd, 1890

MR. E. BEETON.

DEAR SIR, Would you kindly write an article on "Pivoting with a Bow Lathe," and one on "Making a Balance Staff with the Bow

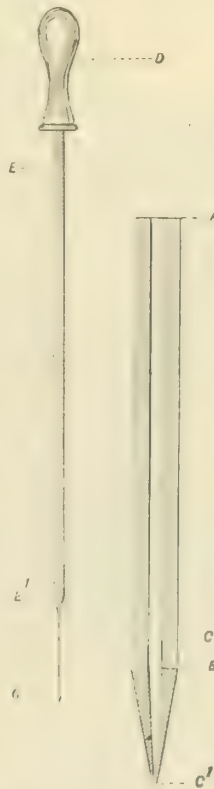
Lathe, for THE TRADER as soon as possible. I understand that you are willing to write on any subject that would be of interest to the trade, and I think both of these would be very acceptable to the large number of watchmakers who do not possess a foot lathe.

Hoping to see the above subjects discussed in THE TRADER at an early date, I remain,

Yours, etc.,

R. B. TAYLOR.

PIVOTING IN THE BOW LATHE.—It is necessary to have a first-class set of pivoting centres before attempting to do a good pivoting job, and I think it will pay one to make a complete set notwithstanding it is rather a slow job. I made myself a set about fourteen years ago, and used them continually up to the time I commenced using the American lathe, and I never had any cause to regret the time spent in making them. I will proceed to describe the making, and have had an electro made which will assist in the explanation.



To begin with, get, if possible, some brass bush wire that will fit in the lathe as perfectly as the steel centres do, or it will be better still to get some a little large, as the wire can easily be turned to fit, and be made perfectly true with the hole should it be any out. If not possible to get bush wire, take either the brass centres which usually accompany the bow lathe, or else get some good, straight brass wire about $\frac{1}{16}$ of an inch in diameter, providing your lathe centre measures $\frac{1}{16}$ of an inch, which mine does, cut it off into lengths of $2\frac{1}{2}$ inches each. I will explain the diagram before going further.

The part from A to B is the brass wire centre drilled as shown; from B to C is a steel plug drilled as shown, and having a shoulder that fits in the hole in the brass wire up as far as C, where the dotted line designates it. The handle D is of brass, and E E' is of steel fitted into D at E, and drilled at E' to receive drill G. E E' is Stubb's Standard wire, and can always be obtained in most hardware stores.

It will be necessary to get some of this

wire in the first place, as the hole in A B is made to fit E E' freely, but without appreciable side shake. Now to make the tool, accurately centre the brass wire, and drill the hole same size as E E', then take a piece of Stubb's steel wire about $\frac{1}{2}$ inch long and same thickness as the brass wire, and drill it about $\frac{1}{4}$ of its length with the one drill, then use a smaller one for a short distance, and then a smaller still for an equal distance, and then a final one smaller yet for the balance.

It will be necessary to have three sets of drills for the different sizes of pivot centres: one being arranged to receive centre 3rd and 4th pinion shoulders; another for small 4th and large scape pinion shoulders, and the third for ordinary scape, pallet and balance staff shoulders. It will be better to make the largest one first in getting your hand in. After having drilled this steel plug, attach a large screw collet to it, and put it in lathe on two male centres, and turn the shoulder to accurately fit in the brass wire, then drive it in place in the



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FINEST QUALITY

ARTISTIC, GOLD & SILVER PLATE.



TRADE MARK

1847, ROGERS BROS., A1

OR

1847, ROGERS BROS., XII.

For Genuine Rogers Goods.

NO. 65. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories: Meriden, Conn., U. S., and Hamilton, Ont., Canada.

brass wire, and, if necessary, or if there is any doubt about it remaining permanently, solder it. Sometimes a thread is cut on the smaller end of the steel plug and screwed into the brass wire, but it is not necessary, for if pains are taken to get a good fit, no fear need be entertained of its coming out.

Next fit the screw collet on the brass wire at about the centre of it, and revolving the entire tool on male centres, as previously done with the steel plug alone, turn the brass wire to tightly fit the lathe, being very careful to have it the same size throughout its length, and turn the steel plug cone shaped, as shown in diagram, smooth the tool off with emery buffs, polish the brass part with rotten stone and rouge in a leather buff, and the steel plug with oil stone dust, and diamantine with soft steel and bell metal polisher.

The mouth of the steel plug at *C* is countersunk to receive the shoulder of the pinion, and polished out nicely with oil stone dust and diamantine, using the end of a piece of steel, and brass wire turned or filed to fit in the countersunk mouth. Now harden the end of the steel plug by holding the tool in a pair of tongs and blowing the flame direct on the end, and plunge it endwise into water, and then polish it again, and draw the temper to a deep straw color, and polish finally. One object in having the hole in the plug gradually smaller is so that should the drill get broken in the tool it can easily be driven out, the hole being larger directly back of the drill.

The handle does not need any further explanation ; a glance at the diagram will be sufficient. The drill must accurately fit the hole in the steel plug at the mouth, so that a perfect centre will be struck when drilling the pinion.

To use the tool, place the pivot centre in one head, and a female centre in the other, and if it is a staff or fine pinion in head, the female centre must be arranged similar to the steel plug, that is, have countersunk mouth with hole drilled back of it, so that the shoulder will bear the pressure and not the pivot ; revolve the pinion or staff between these centres, and inserting the drill in the pivot centre, slowly revolve it by hand in the opposite direction, pressing it at the same time against the shoulder to be drilled, and taking it out occasionally to clean off the cuttings. I might mention that the face of the pinion shoulder or broken staff must be smoothed flat, because if left as broken the rough centre would break the drill. If the tool is properly made, and the drill fits as directed, it will be impossible to drill the hole off the centre, and therefore a perfect job is assured.

After the hole is drilled to a sufficient depth, take a needle, draw the temper to a deep blue color, file it without any appreciable taper to fit the hole, drive it partly in, cut off with sharp pair cutting pliers, square the end off with oil stone slip, and carefully tap it home with the hammer ; then insert in the Jacot lathe, and while revolving the pinion with one hand, hold a pivot file against the new end of the new pivot and taper it off to a point, so that it can be inserted in a female centre in the lathe ; then place in lathe and see if the pinion revolves truly, and if not see which part is *high*, and *draw* it true by filing carefully by hand the opposite side of the new tapered plug. When accurately trued, proceed to turn and polish the pivot in the ordinary manner. The pinion at first may not revolve truly, not because the hole drilled was not in the centre, but because the tapering of the end of the new plug

may not have been done truly. The female centre that the new pivot is inserted in must be very fine at the end, with a very small hole in it so that you can get at the pivot properly to turn it to size ; when slightly larger than the correct size insert in Jacot lathe, and finish with steel pivot polisher ; grind with dry emery powder on a smooth iron or brass plate, or else grind and polish the pivot right in the bow lathe, resting the pivot to be polished in a groove in the centre. Such centres always accompany the lathe, and have a screw head just back of the groove to rest the polisher on. If done this way, which is the better because the shoulder can be left more perfect, soft steel and bell metal polishers are used similar to the ones described in my article on "Making and Fitting the Balance Staff," only in the case of the bow lathe the work is under the polisher instead of above it.

As regards fitting staffs in the bow lathe, it is done practically in the same manner as described for the American lathe, excepting that the staff is revolved by a bow between two female centres, and the pivots are polished either in the Jacot tool, or in the bow lathe itself as described above.

I trust I have made myself thoroughly understood in this article, and if not let me know and I will attend to it.

AN ENORMOUS YARN FROM THE LAND OF CAT'S EYES.



CORRESPONDENT of a Ceylon paper writes : "I was talking to a well-known gemmer who hails from the other side of Galle, and he says that he has seen the large cat's-eye, the finding of which was recently recorded. It is the finest stone he has ever seen, and he doubts if a better one has been discovered anywhere. It weighs 6 pounds and 6 rupees, and is of about the size

of a 7 pound weight. The finder, he gave me to understand, is a Moorman, who for a very long time found his digging very unprofitable ; but at length his perseverance was rewarded by the finding of a cat's-eye which realized over £1,000 sterling. Shortly after this he discovered another which brought him in over £2,000, and then he fished up the gigantic stone about which so much talk has been made. He has been offered £19,000 for it by a syndicate of Moormen, but he declines to part with it at that figure, saying that if he liked he could cut it up into about forty small pieces, and sell each piece for £1,000. A little time ago he found a larger cat's-eye than this one, but the ray was not so good, so that it is not so valuable."

Cat's eyes which sell for from £40 to over £100 are often found, and a syndicate has been formed in Galle to carry out gemming operations there. The stones are all found on the wash soil at a depth of from 12 feet to 16 feet, and a license to gem can be obtained for only 8 shillings 10. The discovery of the mammoth stone has had the effect of causing a great number of Moormen to make their way to the place. They appear suddenly from behind a hedge, always with the same enquiry, namely : "Got any stones to sell ?"—*Ed.*



GEO. CHILLAS

= IMPORTER OF =

WATCHES AND DIAMONDS

* *

∴ NEW GOODS ∴

I would call the attention of the Trade to the following NEW LINES just received :

6 Size Crescent, Hunting, Pendant Set,

6 Size Silver Hunting, O. F. and Queen, Pendant Set

WITH THE WALTHAM P. S. MOVEMENTS.

16 SIZE O. F. PENDANT SET, RIVERSIDE, NICKEL

THIS IS THE MOST BEAUTIFUL MOVEMENT ON THE MARKET AND MAKES
A VERY THIN WATCH.

- MY STOCK IS COMPLETE IN -

WALTHAM MOVEMENTS AND SILVER CASES,
CRESCENT CASES, GOLD CASES, TORONTO SILVER CASES,
CHRONOGRAPHS, SPLIT SECONDS, REPEATERS,
DIAMONDS.

GEORGE CHILLAS,

18 MANNING ARCADE, - - TORONTO.

ALFRED EAVES.

E have much pleasure in presenting to our readers this month a portrait of Mr. Alfred Eaves, wholesale jeweler of Montreal, Que., who at the last annual meeting of the Canadian Jobbers' Association, had the honor of being elected as the President of that organization for the current year.

Mr. Eaves is one of the oldest wholesale jewelers now actively engaged in the Canadian trade, and is very highly respected by his fellow jobbers and the jewelry trade generally. He is a gentleman of undoubted integrity, and of more than average ability, and his present position as one of the leading wholesale jewelers in this country is due mainly to his own energy and business perspicacity. During the sixteen years Mr. Eaves has been engaged in the wholesale business, his record has been one of uninterrupted success, a success attained by hard and persevering labor, and a resolve to keep his firm's name untarnished by any connection with other than honest and honorable dealing.

The subject of this sketch was born in 1847, in the old town of Coventry, England, a town that in former years stood high in the watchmaking trade of Great Britain. He was the youngest son of the late William Eaves, a prominent watch manufacturer and alderman of that town, and in his boyhood days gained in his father's workshop an insight into the watch trade that has been of incalculable service to him in his subsequent career.

In the year 1864, Mr. Eaves decided to come to Canada to join his elder brother, William, who had some time previously established himself in the jewelry business in the City of Montreal, in which city he has ever since resided. For the first few years of his residence in Canada Mr. Eaves worked at the drug business, but he subsequently quit it in order to return to the trade of his youth.

In 1874 he commenced business in the jewelry line in partnership with his brother, Edmund Eaves, who died during December last year. This partnership continued until March, 1885, when it was dissolved, and Mr. Alfred Eaves opened up a wholesale and retail business on his own account, which he has successfully conducted ever since.

His establishment at number 1679 Notre Dame street is one of the largest and most perfectly equipped jewelry stores in Montreal, doing both a large wholesale and retail business, which has every season shewn a gratifying increase over previous years.

Mr. Eaves' wholesale trade is done principally with the retail jewelers of the Province of Quebec, although he has some trade in every one of the other provinces. He speaks the

French language like a native of *la belle France*, and it is probably in part owing to this, that he has succeeded in building up so large a trade in the province in which he is located.

Mr. Eaves has the reputation of a good buyer and a prompt payer, each of them very important factors in building up a permanent and paying business. In his wholesale department he deals exclusively with the legitimate jewelry trade, and does not attempt to cater in any way for the fancy goods or general store trade.

THE TRADER has no doubt from what it knows of him, that Mr. Eaves will, in the high position to which he has been elected, do honor to the Jobbers' Association and credit to himself, and we wish him a long and successful career.

ANNUAL MEETING OF THE CANADIAN JOBBERS' ASSOCIATION.

The Canadian Association of Jobbers in American Watches held its Fifth Annual Meeting on Thursday, the 30th January, in the Council Room of the Toronto Board of Trade. A preliminary meeting of the Directors was held in the morning, the reports of the financial and other officers being considered before presentation at the regular session.

The meeting was opened at 2 o'clock, the President, Mr. A. C. Anderson, in the chair. All the officers and a large number of members were present, and the proceedings generally were characterized by unanimity, although there was considerable discussion on some of the measures presented.

In his annual address, Mr. Anderson expressed regret for the circumstances which resulted in his choice as President, which was owing to the business complications and subsequent retirement of Mr.

John Segsworth from the office. He stated that the fifth year of the organization had passed without startling incident, complete harmony existing between the Canadian and American Associations. No charges had been preferred against any member. Two members had resigned and two firms had applied for membership. One of the latter had been accepted and the other had been rejected on account of lack of the proper qualifications. Two price lists had been issued. He advocated incorporating in the by-laws a provision for the equitable distribution of the estates of bankrupt debtors. He also suggested that the Association as a body should act in all cases of fraudulent insolvency and criminally prosecute each debtor who resorted to a fraudulent assignment. Mr. Anderson referred with considerable feeling to the death of Edmund Eaves and Alfred Schwob, and subsequently Mr. E. Scheuer moved that the Directors be instructed to draft and forward to the families of Edmund Eaves and



MR. ALFRED EAVES.



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The indications are that the demand for Plated Goods this Season will be greater than for the past five.

OUR NEW TILTER

No. 1103, List \$20.00, is the BEST VALUE in the Market.

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ORIGINAL IN DESIGN AND LOW LIST.

NO OLD STYLES. NO REFUSE OF U.S. FACTORIES.

EVERYTHING ARTISTIC.

GUARANTEED AND SALEABLE.

THE ACME SILVER CO'Y

TORONTO.

Alfred Schwob resolutions of condolence suitably egressed, which resolution was carried unanimously

The Treasurer reported a gratifying condition of the finances and his report was accepted by the Association.

The following resolution was submitted :

Resolved, That it be an instruction to the Secretary that the enforcement of Section 5, Article X, of the By-Laws, be suspended for one year. The Section referred to reads as follows :

SEC. 5. The Members of this Association agree to purchase during one year to the amount of \$10,000 net of combination goods. Members not purchasing this amount shall not be sold direct by manufacturers, but shall have the right to buy of Canadian Association jobbers at an advance of not less than 5 per cent.

The resolution was adopted. It was proposed to repeal Section 6 of the By-Laws, which reads as follows :

SECTION 6. The Members of this Association purchasing less than \$5,000 worth of combination goods per annum shall, at the expiration of the year, be removed from the Association list of jobbers.

After some discussion it was decided that the Section shall be retained in the By-Laws.

The following resolution was adopted :

Resolved, That it is deemed expedient that gold cases shall be in the combination and the Executive have power to wait upon manufacturers and arrange for the same, and, unless consummated, no list of gold cases is to be included in the Association Price List in future.

The election of Directors resulted in the choice of Alfred Eaves, Montreal ; M. C. Ellis and Edmund Scheuer, Toronto ; Abraham Levy, Hamilton, and M. Schwob, Montreal. At a subsequent meeting of the Directors, Alfred Eaves was chosen President, M. C. Ellis, Vice-President, and E. Scheuer, Treasurer, for the current year.



JOBBER'S ASSOCIATION BANQUET.

The Third Annual Banquet of the Canadian Association of Jobbers in American Watches was held at café McConkey in this city, on Thursday evening, January 28th, and was an unqualified success in every way.

The banquet room was brilliantly lighted and tastefully decorated, the menu was McConkey's very best, which is equivalent to saying that it couldn't be surpassed anywhere on this continent ; the music furnished by the Royal Italian Orchestra—perfection ; while to cap the climax, the tables

were surrounded with a gathering of gentlemen that for intelligence and gentlemanly deportment would be hard to equal elsewhere.

The Chair was acceptably occupied by Mr. A. C. Anderson, the retiring President of the Association, who was supported on his immediate right and left by E. J. Scofield of the Elgin Watch Co., and A. R. Harmon of the Waltham Watch Co. The other guests were : John L. Shepherd, Keystone Watch Co. ; W. K. McNaught, American Watch Case Co. ; C. H. A. Grant, Montreal Watch Case Co. ; F. Taggart, Toronto Watch Case Co. ; Louis Davis, of L. Davis & Co. ; J. C. Copp, Toronto Silver Plate Co. ; A. J. Parker, Acme Silver Company ; W. G. A. Hemming, Hemming Bros. Co., and James Ryrie, Secretary Jewelers' Protective League.

The following well-known jobbers and their friends were also present : John H. Jones, T. H. Lee, Alf Eaves, H. H. Fudger, M. C. Ellis, E. Scheuer, H. W. Patterson, G. Chillas, A. Levy, W. E. Boyd, H. Ellis, S. Lee, Chas. Ellis, C. Segsworth, John J. F. Houghton, and E. A. Wills, Secretary of the Association.

After those present had done ample justice to the good things provided by "mine host" McConkey, Chairman Anderson called them to order, and prefaced the toast list with the following remarks :

Gentlemen,—When I look around this festive board and see the faces of such distinguished guests and representative men of the watch and jewelry business, I feel proud that to my lot has fallen the pleasure of extending to them a most hearty and cordial welcome to this our third annual banquet. We have assembled here after the labor and heat of the day (or rather year), to celebrate the fifth birthday of our Association by having a convivial re-union and social intercourse, which I trust we will ever look back to with the most pleasant recollections. Since the inauguration of an annual banquet two years ago, the reserve which hitherto existed between some of our members, and which sometimes crops up between opposition dealers, seems to have melted away, whether it was the effect of the flowing wine or the flowing eloquence that opened our hearts, I cannot say ; but one thing I do know, and I think we have all come to the same conclusion, especially at this time of the year, and that is that the jobbers are a lot of jolly good fellows.

The first toast on the list is one which is honored wherever the English language is spoken, and nowhere more honestly than in our own Canada. Without further preface then, gentlemen, I ask you all to drink to the health of "*The Queen*," with a heartiness appropriate to her loyal subjects.

The toast was received with enthusiasm, those present singing "God save the Queen."

"*The President of the United States*" was next proposed by the Chair, and toasted in an exceedingly hearty manner to the strains of "Yankee Doodle."

In proposing the toast of *Our Guests*, coupled with the names of Messrs. Scofield, Harmon and Shepherd, the Chairman said :—

I am sure that it does not require any remarks from me for you to do full justice to this toast. Sufficient to say that these are the wise men from the East, and one of them is a Shepherd. I do not know if he ever fed his flocks, but perhaps he will tell us he usually does so with "Boss" cases.



Looking Backward,

in 1909, the Trade will appreciate, more than ever, the mutual advantage of having handled first class Gold Filled Watch Cases

It is one thing to guarantee Cases for a score of years; it is another thing to manufacture only such goods as render recourse to this guarantee unnecessary.

Crescent Cases are warranted to wear for twenty (20) years as a matter of principle, not of policy; and time demonstrates their unequalled durability).

The toast was enthusiastically received with "they are jolly good fellows."

Mr. E. J. Scofield in responding said, Mr. Chairman and gentlemen, I have to thank you on behalf of the Company I represent for the honor you have conferred upon me in associating my name with the toast you have just drank. When I received your kind invitation to attend your third annual banquet, and nothing was said about making a speech, I felt very happy, for if there is anything I dodge whenever I get the chance, it is the making of an after dinner speech. My friend, Mr. Shepherd, has prepared an oration that will, I think, amply compensate for any lack in my reply, and I am sure you will be as pleased as I am to have him present to do the main share of replying to this toast to-night. Before I sit down, however, I cannot refrain from expressing to you the pleasure it affords me to be present with you to-night, and to mingle with such a representative gathering of the Canadian jewelry business as are present at this time. So far as the Elgin Watch Company is concerned, they have always been of the opinion that the jobber is the proper channel through which to market their goods, and by no voluntary act on their part will they seek to change the relations which have so long and so pleasantly existed between the jobbing trade and themselves. They recognize in your Association a means of putting the American watch trade upon a fair and honest footing, and shall in the future, as in the past, do what they can to help it along by fair and honorable dealing and by a faithful observance of all agreements entered into by them. Gentlemen, again I thank you for the honor you have done me, and I wish your Association a long and prosperous career.

Mr. A. R. Harmon said, Mr. Chairman and gentlemen, I am not a public speaker and I do not make any pretensions whatever to oratory. It gives me pleasure, however, to say that I feel it an honor to be present with you to-night, and to have my name and that of the Waltham Watch Company connected with the toast of "Your Guests." While I have not yet lived long enough in Canada to feel like becoming a British subject and taking the oath of allegiance to your honored Queen, I have still been with you quite long enough to learn that the Canadian Jobbers' Association embraces within it many gentlemen of high business capacity and undoubted honor. The relations between our Company and your Association have always hitherto been of the most pleasant character, and I have no doubt that they will long continue to go on in that way. On behalf of the Waltham Watch Company, I thank you for your kind treatment and courteous reception of myself as their Canadian representative.

Mr. John L. Shepherd spoke as follows:—Mr. Chairman and gentlemen, when I first had an intimation that I would be expected to contribute my quota to this evening's entertainment in the shape of a speech in reply to the toast of "Our Guests," I felt very much depressed about it, for you know I am not like my friends Scofield and Harmon, a regular born orator. However, I made up my mind to do the best I could under the circumstances, and then a happy inspiration struck me. Hastily slipping around the corner to the office of my friend, Chauncy Depew, I said to him "Chauncy, I'm in a hole, I've got to make a speech up at Toronto at the dinner given by the Canadian Watch Jobbers, and I thought that if

you could let me have a few of the old stories you have quit using I could work them off all right on those Canadians." "My dear Shep," says he, "I am awfully sorry you didn't call around sooner, and I would have been glad to have obliged you, but the truth is I am cleaned right out. You see there was a dinner last week of the American Watch Jobbers and Manufacturers, and I supplied about a dozen of those fellows with new jokes for their speeches, in fact the demand was so brisk that they used up every thing I had except a job lot of old ones that I hardly dared to offer them, but I can't even let you have this job lot, for not over an hour ago a chap by the name of Scofield came in and I worked off the whole lot on him by giving him a little extra discount." So now you see, gentlemen, how it is that I am in such an embarrassing position to-night. To add to my misfortune the last literary prop has been taken away from me by a bet having been made between two of my friends that I could not make a speech to-night without somehow or other ringing in a free advertisement for the "Boss" case. Now, gentlemen, I am free to tell you that I consider any speech from me without any mention of the "Boss" case, which I so unworthily represent, as being pretty much like the play of Hamlet with Hamlet himself left out, and you will therefore see that if I am to be debarred from dilating upon the many virtues of the "Boss" case, I shall not have anything left to talk about. And my position just now just reminds me of an incident that occurred in England when I was doing missionary work amongst the benighted citizens of that country, and trying to get them to understand and appreciate the many good points of the "Boss" case. It was in the town of Newcastle-on-Tyne that I had been showing a retail jeweler my samples of filled cases, and explaining to him in my humble way why a filled case was better and would wear longer than any solid gold case. Well, this sturdy Britisher listened to all I had to say and never interrupted me by as much as a word until both my talk and my breath were exhausted, and then he quietly said, "Ah, yes, your case is very nice, but (referring to the want of the Goldsmiths' Hall stamp), where's the 'Lion' in it." Well I thought I would try a specimen of American wit on him and see if he could see the point, so I says to him, "Say, what's the matter with your doing the lying for the case yourself." He gave one stare at me through his eye-glass, and then turned sorrowfully to his work bench to wrestle with my conundrum and find out where the joke came in. I left him to his meditations and I cannot tell you whether or not to this day he has ever found the point of my joke. I cannot sit down without saying how pleased I am to be present with you this evening, and I trust we may have many more such pleasant reunions. Of the jobbers I have but one complaint to make, and that is that they make a mistake in always looking out for cheaper goods. Cheap goods are the curse of the jewelry trade, for cheapness and quality find it very hard to continue long in partnership, quality must very soon lag on the way, and low price, which is an equivalent of snide goods, be left to continue its way alone. With this exception, I have always found the jobbers both in Canada and my own country, good fellows in every way, and I trust that our good fellowship may long continue. Gentlemen, before I take my seat, I must crave your indulgence for a departure from the order of the programme, but since we entered this room I have received a



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WATCH COMPANY

telegram from home stating that our friend, Mr. E. J. Schofield, of the Elgin Watch Co., who is present with us to-night, has to-day been unanimously elected as President of the New York Jewelers' Board of Trade. I would, therefore, with the permission of the Chair, ask you to join with me in drinking to his health and prosperity. This was done with great heartiness.

The Chairman then proposed the next toast of our "*Manufacturing Interests*," coupling with it the names of C. H. A. Grant, Jno. C. Copp, L. Davis, A. J. Parker, and W. G. A. Hemming.

In response, Mr. C. H. A. Grant, said :—Mr. Chairman and gentlemen, I really fail to see why I should have been particularly selected to attack so important a toast as that of the manufacturers. More especially after the eloquent remarks of the gentleman who has just spoken. The subject is one really so vast, and has so many conflicting interests to be dealt with, that I feel somewhat inadequate to cope with it. There, however, cannot be a dissenting voice to the fact that the policy which has been inaugurated by the present government has placed our various industries in a position to compete successfully with our friends and competitors across the border,—and to a great extent with those large centres in Europe, in which the trade that we are more directly interested in, have obtained and do obtain to-day a portion of their supplies. With increased prosperity and population, these industries are being placed in a condition to cheapen the cost of these products, but we must not lose sight of the fact that some of us are manufacturing and dealing in articles that are not absolute necessities of life,—therefore those engaged in such businesses had better seek for development gradually than bring too great a pressure to bear to increase their capacity. Such a course frequently leads to a demoralization of prices, which must be avoided. We are frequently told what a good thing it would be for Canada were she to have Commercial Union or Annexation to the United States. Without any disparagement to our good American friends, I maintain that such a course would mean ruination to our young manufacturing industries. The only thing to build them up is protection and more of it. Our neighbors can find no fault with this, as it is their own medicine. But beside protection, unity of feeling between the jobber and the manufacturer is essential, and I am pleased to see from our deliberations of to-day that this feeling is gaining ground, and I can assure you that nothing will be wanting on my part to encourage, so far as lies in my power so to do, a complete understanding on this point. More upon this is probably unnecessary for me to say, so that I will simply thank you for the kind and hearty reception that has been accorded to the toast which you have given me the honor of replying to.

Mr. Jno. C. Copp, spoke as follows :—Mr. Chairman and gentlemen, this is the first opportunity I have had of being present at these annual social re-unions of your Association, and I can assure you that I am heartily glad to be with you to-night to partake of your generous hospitality and get better acquainted with you all. I think that such occasions as these are productive of much good, both to the wholesale trade as well as to the manufacturers, for it enables us to form a correct idea of what kind of men the others of us are, and if in these friendly gatherings, as your Chairman has said, some of the

rough corners are rubbed off, they very often discover the good qualities hidden underneath. While good from a social aspect, these meetings are also calculated to do good in a business way. Ideas regarding topics connected with the welfare of the trade are interchanged, and many points are brought out in the course of the speeches which may be of great value to us all. I have been intimately connected with the manufacturing trade of this country for the past thirty years, and have watched with pride its growth from small beginnings to its present magnificent proportions. The occupation of the manufacturer is not, as certain journals or even certain among yourselves would make us believe, altogether a bed of roses. Every manufacturer does not make a fortune, in fact many of them find in this occupation a means of speedily squandering the money that perhaps they have saved up by hard work in some other business. The manufacturer must be not only a man of brains, but he must also be a person of taste. Not only should he be wise enough to commercially discern the signs of the times, but he should be possessed of taste enough to tell in advance what goods are likely to take amongst the trade and the public, who are his real constituents. He may get up something new, and after spending a great deal of money upon the machinery necessary to make it, find that he has misjudged the popular taste and that his scheme has fallen flat. The only return for all such miscalculations is loss of time and money, and a gain of experience he is not likely to forget for some time. The curse of the trade is the demand for cheap goods, and the jobbers of this country are making a great mistake in thinking, as they seem to do, that manufacturers can go on all the time making cheaper goods and still give them the same quality as before. It is to the interest of the manufacturer, jobber, and retailer alike, to sell first quality goods instead of the cheap trash that is year after year becoming more common amongst the trade of the country. Although a manufacturer makes just as much profit, and often more profit upon common goods as upon those of better quality, still it is not his desire to make them. To every one handling such goods, it means that they must handle almost double the quantity of goods to keep up the volume of their sales. Extra handling means extra expense, and therefore reduced profits, and I think we will all agree that we have no desire to see these any smaller in the future than have been for the past few years. The interest of the manufacturer, jobber, and retailer are all alike, and they should see to it that they discourage the handling of cheap trash in every possible way. I thank you, gentlemen, for the patient manner in which you have listened to my remarks, and I trust that this is not the last gathering of this kind that I shall have the privilege of sitting down at with you. I desire for the members of your Association every prosperity in their business careers, and trust that your organization will prosper more and more as the years roll by.

Mr. Louis Davis on rising, said :—Mr. Chairman and gentlemen, when I accepted the invitation to your banquet, I had no idea that I would be called upon to make a speech. However, I am glad to be with you to-night, and to see so much real sociability and good-fellowship as has been shown here. Of course as a humble manufacturer of rolled plate chains (of the very best quality of course), I do not think it befitting in me to put forward my opinion as against those workers in the



CASES, TRAYS AND FINDINGS

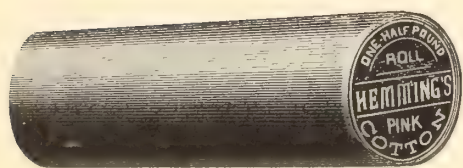
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TORONTO.

pure and precious metals who have preceded me. But if I may be allowed to offer the gentlemen present a little friendly advice, it would be strictly in line with that given by the gentleman who proceeded me, go in for reliable goods every time in preference to trash, they will yield you better results in the long run, and you can make equally as much profit on them. It is nonsense for any jobber to suppose that because he gets some manufacturer to make for him a line of inferior goods at a reduced price, that he can hold the market on them. His competitors quickly get on to his game and they at once get some other manufacturer to go them one better both in quality and price, and soon begin to undersell their competitor. And so on it goes, price, quality, and profits all going down until it don't pay anybody to touch them. I thank you again for your kind and hearty reception.

Mr. A. J. Parker, on being called upon said:—Mr. Chairman and Gentlemen, I had not the remotest idea that I would be called upon for a speech to-night, and I shall, therefore, not detain you longer than to say how much I have enjoyed your hospitality to night, and to thank you heartily for the pleasure you have afforded me. I trust that this reunion of Manufacturers and Jobbers may become a yearly institution, and that, as we learn more of each other we may, as your Chairman said, find that your competitor in business is not such a bad fellow after all. I wish your Association every success, and every member of it a prosperous year's business.

Mr. W. G. A. Hemming on rising said:—Mr. Chairman and gentlemen, when I was invited here I had no intimation that I was to be asked to give anything in the way of a speech, and I shall content myself by merely saying, that since I have taken up manufacturing as a business I have had the most cordial and pleasant relations with the members of the Jobbing trade. At the outset of my manufacturing career I made up my mind that whatever I made should be the best of its kind, and I have carried out that principle ever since. That the Canadian trade have appreciated honest goods and honesty of purpose is evident from the growth of our business, for we have twice been compelled to move, and each time into very much larger premises. While this reflects credit on our efforts as manufacturers, it is also an indication that the trade of this country not only appreciates but are always ready to help along an honest firm who endeavor to act squarely and conscientiously in their business relations with others. For the sympathy and assistance thus rendered I am profoundly grateful, and I can only promise for the Company that I represent that they will always endeavor to elevate the trade and favor the use of reliable goods. I have enjoyed myself very much here to-night, and I thank you heartily for your kind invitation and courteous reception.

Mr. Alfred Eaves proposed the next toast on the programme, "*Jobbing Interests*," coupling with it the names of Messrs. W. H. Patterson, H. H. Fudger and John H. Jones. The toast was very heartily received in the usual manner.

Mr. W. H. Patterson on being called upon to respond said:—Mr. Chairman and gentlemen, I am not a public speaker, and I make no pretensions whatever to oratory. I can only thank you for associating my name with the toast you have just drank, and ask the Jobbers who are to follow to make a more fitting response to the toast.

Mr. H. H. Fudger spoke as follows:—Mr. Chairman and gentlemen, I thank you sincerely for associating my name with the toast which has just been so heartily honored, and I can assure you that no one present would be more willing than myself to attempt to make a fitting reply to it did time and occasion permit. It is growing late, however, and there are so many able and entertaining speakers to follow upon other topics that I feel that I would be almost committing a crime were I to trespass long upon your patience and well-known good nature. You will, however, permit me to say that I am not only glad to be present to-night, but I am glad to see how much closer we are together than we were five years ago. Our Association has not only enabled us to maintain a living rate of profit upon one of the most staple articles in the jewelry business, but it has also, I trust, shown us the folly of the unnatural and senseless rivalry that so often exists between opponents in business. In our Association we should be co-workers and not rivals, and if we were to carry out this principle in all branches of our business we should be the gainers by it in the long run. No one firm can do all the business of the country, and the sooner that each of us recognize the fact, the easier will we find it to get along in the many things that we are all bound to have in common. I trust our Association may long live and flourish, but that end can only be obtained by each and every member of it carrying out in an honorable manner the obligations they have undertaken.

Mr. John H. Jones said that he made no pretensions to oratory, and that after so many able speeches he thought that if he varied the programme by contributing a song instead of an oration it would be acceptable. The proposition was very favorably received by those present, and Mr. Jones sang in first class style an old English song, "An Assurance Most Dear."

At the request of the Chairman, Mr. W. K. McNaught then proposed the toast of "*Our Association*," coupling with it the names of Messrs. Thos. H. Lee, Alf. Eaves and M. C. Ellis.

Mr. T. H. Lee on rising, said:—Mr. Chairman and gentlemen, I thank you for the honor you have done me in asking me to respond to the toast of "*Our Association*," at the same time I wish it had fallen to the lot of one who could have done it justice, for I feel I am unable to do so. There is no toast I could respond to that could give me greater pleasure, for when I think of the meeting of a few of the jobbers which I called at my office, some five years since, and advocated the formation of an Association in affiliation with the one just formed in the United States, and now see our large and prosperous Association, with the members all acting in concert, it makes me feel proud of the humble part I took in the formation of same. I can remember, some two years since, at the first banquet of our Association, at which I had the honor to preside, my worthy friend, Mr. Scheuer, then stated that there was \$1,500.00 of capital invested by the members of our Association, and that there were between fifty and seventy-five families employed by the various firms. I don't think that amount has been lessened, and it goes to show that we play no inconsiderable part in the commerce of the country. I am pleased to see here this evening, several gentlemen connected with the Jobbers and Manufacturers' Association in the United States, also representatives of various manufacturing interests that are identified with us, both from Montreal and Toronto, and I think you



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FULL INSTRUCTIONS WITH EVERY MACHINE.

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\$12.50.

SOLE AGENT FOR CANADA.

VIENNA REGULATORS,

LEADER MOVEMENTS,

KEY AND STEM,

TO HAND AGAIN.

will join with me in the hope that we may see them at all our future annual gatherings. In conclusion I would say, let us be loyal to our Association, keep our rules faithfully, and in the end you will find it to our best interests. I again thank you, Mr. Chairman, and trust for years to come to meet you all on many such joyous occasions as the present.

Mr. Alfred Eaves responded as follows: Mr. Chairman and gentlemen, it is much to be regretted the committee should have selected me to respond to the toast of "Our Association," we having so many eloquent speakers among our members, one of them should have been chosen that would have done ample justice to this toast, which, I regret to have to confess, I am unable to do. However, gentlemen, here I am, and if you will kindly bear with me I shall do my best to make a few remarks in reply. From the beginning up to the present time our Association has continued to prosper, and I think we have good cause to congratulate ourselves upon the pleasant and harmonious manner in which all matters under discussion have been settled; sometimes questions of great importance have arisen which at first were thought might cause trouble, but which, on being thoroughly discussed and ably handled by one and all of our members have been amicably settled to the great benefit of our Association, and with credit to the members, so that to-day we are as thoroughly united as any Association, controlling so large a trade and capital, in the country could wish to be. That our Association has proved of benefit to both the jobber and retailer, I am sure cannot be gainsayed, its object has been to increase the sale of American watches, movements and cases, with profit to both jobber and retailer, establishing a uniform price, with a moderate profit to the jobbers and regular prices to the retailer, thereby protecting them from the cutting and varying prices that formerly prevailed, and which so thoroughly demoralized the retail trade and proved so unsatisfactory to the jobber. That our Association has also proved a benefit to the manufacturer can also be amply proved by the large increase in the sale of their goods, and I very much regret that time did not allow my getting facts and figures from those gentlemen; however, we have several of them with us this evening and perhaps they will kindly come to my assistance. Again, gentlemen, our Association, I am glad to say, cannot be called a combine for the benefit of a few only, for while benefiting first the manufacturer, second the jobber, and third the retailer, it also as much, if not more, benefits the public, for to-day we are able to provide them with a good reliable and serviceable time-keeper at a lower price than they formerly paid for a much inferior article. Our Association, while encouraging and pushing the sale of American manufactures, has not been neglectful of their duty to home industry. At the organization of this Association we had in this country but one small case factory, whereas, to-day we have three, and all of them well managed and thoroughly equipped for the manufacture of gold, silver, filled and nickel cases, and whose goods, I am proud to say, are both a credit to themselves and their country. We have one last important and exceedingly pleasing benefit for which to thank our Association, and that is the mutual pleasure and advantage of meeting on social occasions like the present. It is indeed a pleasure after the year's hard work and strong but honest competition in the open market, to meet and shake hands and

spend a few hours in pleasant fellowship, and convince each other that although rivals in business we can still be good friends. Although the past year has been a prosperous one to our Association, we have to regret the loss of one of our esteemed members, I allude to the death of my brother, Edmund Eaves. He was one of Montreal's first victims to that most unwelcome visitor, La Grippe. I am sure, gentlemen, we all sympathize most thoroughly with his bereaved wife and family. Let us hope, gentlemen, that this most treacherous eastern visitor will not come to this country again. In closing my remarks, Mr. Chairman and gentlemen, I must thank you for the honor you have done me, and allow me to wish long life and prosperity to our Association, that its membership may go on increasing in numbers and in prosperity, and that all those dealing with us may also prosper, and continue to approve and benefit from our Association.

Mr. M. C. Ellis, in response to the toast, spoke as follows: Mr. Chairman, I can assure you that I am conscious of being unequal to the task of doing adequate justice to the toast which has been proposed on behalf of "Our Association." I feel a good deal like the young man who felt so nervous over the fact of his having to make an after-dinner speech, that he applied to Dr. Johnson for advice as to how he could allay this feeling of nervousness. The doctor replied, "Young man, get a slight knowledge of your subject, and then when on your feet assume an air of supreme contempt for your audience." Well, I have a slight knowledge of the subject, but cannot assume towards my audience an air of contempt when my feelings are quite the contrary, so can derive no consolation from this advice. I cannot plead ignorance of the fact of my being expected to speak here to night, but do offer as an excuse for want of preparation, the lack of time or inclination, owing to my being occupied for the past fortnight, until midnight hours, stock-taking, an excuse which I know you business men will readily accept. After listening to the able speeches from the two gentlemen who have preceded me, you will perceive that I can add little, if anything on this subject of "Our Association," which is one of the most important upon our list this evening, and appeals more closely to our interests here than any which has been offered, and therefore I know you will indulge me whilst I attempt to add a few words in its behalf. As a member of its executive almost continually since its inception, I take great pleasure in extending, on behalf of our membership the heartiest welcome to our good friends from the United States, who have come so far to join us here to-night. We trust that the good fellowship which exists between them and us may be indicative of the friendly feeling which should always exist between the two greatest nations on earth, a feeling, gentlemen, which is dictated by our common origin, by our ties of blood, of history, and by our traditions. I cannot conceive of any higher ambition for the statesman in either country than to contribute in some slight measure towards tightening the bonds of comity of all the English-speaking people. We welcome those gentlemen from our midst who represent kindred manufacturing enterprises, and kindred associations, and hope on many such occasions as this to meet you all. It does seem a most opportune time for us to meet and have good cheer: a time when we have just passed through a season peculiarly busy to those engaged in our business: a time when we have



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garnered in the profits for the past year and are actively engaged in our preparations for the coming year, which, I trust will prove a prosperous one for us all: a time when our hearts are most susceptible of gladness, when we can lay aside our labors for a short respite and have a harvest home, as it were, at a table where there is no room for trouble, except it be to us who have to make speeches and to the waiters who so well attend to our inner wants. Gentlemen, "Our Association" has to-day passed its fifth milestone, and that in spite of the many assertions freely made when we first organized, that we should not hold together for one year. We have held together and passed successfully our allotted time, and bid fair to go on as in the past. Our path, I am free to admit, has not been a bed of roses; we have encountered obstacles in places whence we expected support. We have found men who were opposed to us and seemed to be believers in that old saying, "Every one for himself, and the devil for us all," but we have found by experience that co-operation is beneficial. We are fully cognizant of the fact that we cannot, by law or combination, make a man honest in his business methods, but are persuaded that contact with his associates may teach him that his interests lie in working harmoniously with his fellow-tradesmen. Your executive has been repeatedly told that members of "Our Association" were violating their contracts, but these charges are rarely backed by any substantial proof, and I am one of those who do not believe that it can be possible that after meeting together, forming a set of by-laws and rules and pledging our honor as gentlemen and men of business integrity to adhere strictly to our contracts, any member could perform so dastardly an act as to stab his competitor in the back whilst his hands are tied. No, gentlemen, the history of our Association proves my contention, we have not had recourse to expulsion except in one single instance. We have never been compelled to either enforce our by-laws, fine or suspend any of our members, and therefore, gentlemen, our record is the best guarantee possible that we are living up to our obligations and carrying out, as all honorable men should do towards one another, our pledges of good faith. Those who violate a solemn contract to serve a retail dealer, cannot be trusted by that retailer; for if he would be dishonorable in one act, he would certainly not scruple to perpetrate another. Gentlemen, we are in union and concert of action for a purpose resulting in good alike to the manufacturer, jobber and retailer, though I know some jobbers think that we are working for the benefit of the manufacturer and the retailer, and we, the middle men are not obtaining sufficient profit to pay for distributing the manufacturers' product. However, be this true or otherwise, it proves one thing, that "Our Association" is not formed for extortion. We are sometimes asked on what grounds we justify the formation of "Our Association?" I reply that when any line of business becomes so demoralized that there is little or no profit left in it: when competition has become so ruinous that employers are compelled to cut down the wages of their employees to the lowest notch, and worse than all, when manufacturers are compelled to deteriorate the quality and make of their productions in order to obtain some profit, it is then, gentlemen, the wisest and only course for those interested to come together and place their business on a more profitable basis. The country is always more prosperous when its indus-

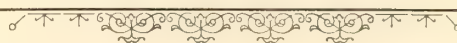
tries are on a basis to yield a fair margin of profit, and permit those engaged in it to pay liberal wages to those dependent upon them for support. We are assailed by some to-day who declare our organization to be a trust and a combine. To these my answer is short; upon the closest scrutiny it will be found we possess none of the evils of the so-called combines, for *we neither regulate production nor do we fix prices*; and even if we so desired, we could not create any form of a monopoly in the face of unrestricted competition from the source of supply. Gentlemen, remember one thing, that those who are loudest in magnifying the evils of "Our Association," are those who have some special object to serve—and that a selfish one. In the discussion of the merits of various organizations, we find, fortunately, a middle ground between the radical idea which would sweep all associations out of existence, and the equally dangerous one of obstinacy which would reject all suggestions of change. All fair-minded men are satisfied that there are evils connected with some trade organizations, but a close analysis of these arguments also reveal the fact that there are others exempt from these evils, and I think I have proved "Our Association" reveals this fact in an eminent degree. And now, gentlemen, let me say in conclusion, that if we have accomplished no good purpose further than the banquet proves to night by the harmonious, social and pleasant time we are having together, that we have once and for ever obliterated that abominable notion that because we are competitors in the same business we must be enemies, and do all possible for each other's downfall. I thank you for your very kind and patient hearing, and entertain the hope that we may live to repeat many such happy gatherings together.

The Chairman then proposed the toast of "*Sister Associations*," coupling with it the name of Mr. James Ryrie, the Secretary of the Jewelers' Security Alliance, of Canada.

Mr. Ryrie, on rising, spoke as follows:—Mr. Chairman and gentlemen, I thank you for your invitation to be present with you to night, and also for the kind manner in which you have responded to the toast of the "Sister Associations." I am glad to be able to tell you that so far as the Jewelers' League is concerned, that although we have as yet had no opportunity of showing the trade just what we can do in case of an emergency, still I feel certain that should any one of our members suffer from burglary, we would make things very hot for the midnight mechanic who practiced upon his safe. We have a large surplus in our treasury, and our arrangements with two of the best detective bureaus in Canada and the United States are such that within an hour after we were in possession of the news of any burglary, the sleuth hounds of justice would be in full cry after the perpetrators. It is probably from a knowledge of such a determination to hunt them down that the burgling fraternity have made it a rule to leave the safes protected by our membership card severely alone. It is a fact that with a membership of nearly a hundred jewelers, each of whom has valuable goods stored in their safes, that not a member of our League has ever either been burglarized or had an attempt at burglary made upon their safes. Our League is a terror to evil-doers, and did the retail trade of Canada but properly realize how much protection is afforded by having our membership card hanging over their safe, I am sure that every one of them would make haste to join it. If our jobbers only



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appreciated its advantages fully, they would never rest satisfied until everyone of their customers belonged to the organization. Before I resume my seat I cannot but express my approval as a member of the retail trade with the good work that has been done by the Jobbers' Association. I consider that it is an advantage to us to have a rock bottom level price on such staple goods as American watches, and although your organization was no doubt primarily started with a view of benefiting yourselves, there is no doubt but that you benefited the retail trade as well. I have therefore a great deal of pleasure in wishing your Association a long and successful career.

At the conclusion of Mr. Ryrie's speech, Mr. Louis Davis favored the company with a humorous song entitled, "*As Happy as a King*," in his own inimitable style.

The next toast, "*The Road*," was proposed by the Chairman with a few appropriate remarks, coupling with it the names of Messrs. Harry Ellis, Sidney Lee, Chas. Ellis and C. Segsworth. The hearty way in which this toast was received, proved pretty conclusively that those present fully appreciated the important position of these modern knights of the grip.

Mr. Harry Ellis was the first to respond, and spoke as follows:

Mr. Chairman and gentlemen:—The toast of "*The Road*" to which I have the honor to respond, is one of the most important on your list, for if it were not for the Knight of the Road, there would be a very much different state of things in the jobbing trade to what we see to-day. The Knight of the Grip is a modern institution, and is not only ornamental but useful. Old fogey houses say the Knight of the Grip is a nuisance, but if so, they are certainly a necessary nuisance, for the wheels of commerce would revolve but slowly indeed, were it not for the ubiquitous Knight of the Grip. To the uninitiated, the life of a traveller, is that of a tourist, who receives his salary and expenses and has nothing to do but call on the retailer and enjoy himself smoking the best Havanas, and living on the fat of the land. The old veteran traveller who has been on the road for years, and made a success, knows this fancy picture to be far from the truth, he knows that his bed is not always in a bed of roses but oftener on a station bench two or three nights a week to catch trains; is allowed only a few minutes to eat, and very often has to live on two meals a day so as to make connections; he has to swear business is good even if he has not sold a bill in a week; he must patch up all disputes between the houseman and the retailer, as the fault is always with the house and the retailer is always right; he has to change his politics to suit the occasion being a Grit or Tory as the case requires; he has to listen to all sorts of yarns, and swallow as gospel all the retailer says. The traveller is a combination, consisting of salesman, entry clerk, and packer, in fact he is a whole house in himself. The duties of a jewelry traveller are more irksome and laborious than those carrying other lines, as he has to deliver his goods he must make enquiries on the spot as to the selection of accounts, besides the continual worry he has in keeping the valuable stock of goods he carries safe from the Knights of the Jimmy, or other light fingered gentry. These, Mr. Chairman and gentlemen, are only a few of the hard times that befall the hard working Knight of the Road, and in conclusion, I hope that the usefulness of the Knight of the Road will never cease.

Mr. Sidney Lee said:—Mr. Chairman, although a young

man, I think I can truthfully assert that I am a pretty old traveller, and from a somewhat varied experience, I can say that "*The Road*," as the people in the warehouse call it, is not quite the soft snap that they oftentimes try to make it out. To be successful, a traveller has to devote himself diligently to his occupation, not only must he get up early, stay up late, and neglect his meals in order to catch trains, but he must exercise his brains in finding out, and carrying around with him, the peculiarities of every one of his customers. He must always approach a man on his "blind" side, if he does not, he will more than likely frighten him away before he can "collar" an order out of him. The successful traveller must be quick to note the wants of his customers, and prompt to fill them. He is not only the employee of the house he travels for, but also in some measure the guardian of the interests of the jeweler he sells to as a matter of fact, he occupies a very peculiar position and one of great responsibility, for on his knowledge of human nature, and power of sizing up individuals, depends in a great measure the success of the house with which he is connected. His employer trusts him with thousands upon thousands of dollars worth of valuable goods, therefore he must be a man of integrity; he also entrusts to him in a large measure, the dispensing of credit, therefore he must have a well balanced head; and his customers often depend upon him to tell them the truth about certain goods that perhaps his house, and he himself, is desirous of working off, therefore he must, above all things, be a man of truth and honor. These are large and varied qualifications for any man to possess, and that they are possessed by our Knights of the Road in Canada, and used with good advantage to the jobbing trade, are facts which, I think, every member of this Association will cheerfully admit.

Mr. Charlie Ellis, on being called to the floor, said:—Mr. Chairman and gentlemen, I had no idea that I would be called upon to say anything to-night. I am a traveller, and public speaking being an art in which there has never been any money for the house which I have represented, it has therefore been somewhat neglected by me. No one knows better than the jobbers present, how important in these days the traveller is, and what various qualifications he must possess in order to ensure success. He must have a constitution of iron, the hide of a rhinoceros, the tongue of an angel, and last but not least, a cheek of brass. He must be all things to all men, and if he cannot suit himself to the whims of his customers, and enter into their notions, with at least a show of real interest, his order book is apt to shew such poor results, that his firm is very apt to give him the grand bounce on his return home. The real traveller is a hard worked man, and the jobber should extend to him a great deal of consideration.

Mr. Charles Segsworth said:—Mr. Chairman and gentlemen, I am quite taken by surprise at finding my name associated with so important a toast, and as my predecessors have pretty well covered the ground already, I will content myself with simply thanking you for the compliment you have paid me, and wishing that our Association may have many more re-unions as pleasant and successful as this one has certainly been.

The next toast was that of "*The Press*," coupled with the name of Mr. W. K. McNaught of THE TRADER.

Mr. McNaught in a brief response thanked them heartily

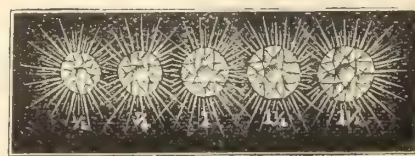
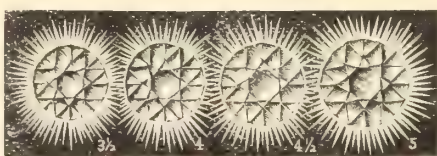
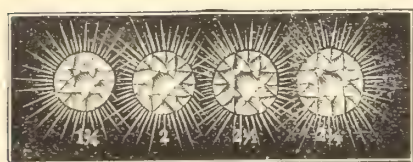


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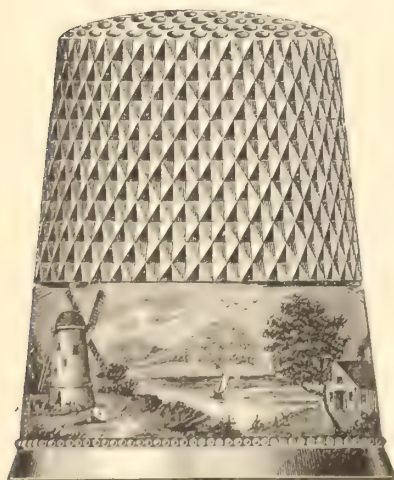


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for the honor they had done him in connecting his name with so honorable a trust as that of "The Press." THE TRADER had always been run in the interest of fair and honest trade. It had supported the Jobbers' Association in the past because it believed, like Mr. Ryrie, that combination for protection was a perfectly praiseworthy and legitimate thing for them to do, and as long as the Association stuck to the principles of justice upon which it had been founded, it would deserve and receive the hearty support of the journal he represented. That "The Press" was a power in the land, no one knew better than those present; and that they evidenced their faith by their works, was proved by the way in which the live men amongst them had used the pages of THE TRADER to post the retail jewelers' of Canada as to what they kept in stock and the advantages to be gained by dealing with their particular house. Before he sat down he would like to be permitted to say a word or two upon what he conceived to be the very foundation stone of their Association. That stone should be "honesty," and if that were wanting, their apparently fair structure would soon crumble to pieces of its own accord. Each jobber in the Association had made a contract with all of the other members, and it was necessary to its success that they should endeavor to carry out its intent in the spirit as well as to the letter of the agreement.

Mr. John L. Shepherd, the former editor of the *Kentonian*, was also called upon to say a few words regarding the importance of "The Press," which he did in his usual witty manner. He thought that the jobbers and the retail trade of Canada hardly appreciated what a splendid organ they had in THE TRADER, and paid a glowing tribute to this journal and its work. Trade journals are in his opinion not only the best, but also very much the cheapest way in which any manufacturer or jobber could bring his goods and business to the notice of the jewelry trade. Those who had used printer's ink the most freely, were the loudest in their praise of its efficiency as an aid to business success.

The Chairman in proposing "The Ladies," said it was a shame that such an important toast should be placed at the foot of the programme, but in order to make amends the Committee had coupled with it the names of three eloquent bachelors, Messrs. A. Levy, W. E. Boyd, and F. Taggart, whom he trusted would make ample amends for the humble position of the toast.

In response, Mr. A. Levy said that he had never made any pretensions to speech making, and he was too old to begin now, even though it was to champion such a deserving toast as that of "The Ladies." He thanked them sincerely for the honor they had done him in considering him worthy to reply to such a toast, and for the hearty manner in which his name had been received. His friend, Mr. Boyd, was the Ladies' man of his firm, and he would therefore delegate to that gentleman the task of making a suitable reply.

Mr. W. E. Boyd, on rising said—Mr. Chairman and gentlemen, I have had the pleasure of being present at two former annual banquets of this Association, and in each instance I have been called upon to respond to "The Ladies." Why I have been singled out is a mystery to me. To say I was crushed by the responsibility is but mildly expressing my state of collapse; but in this my third attempt, I wish to bring

before you the fact that the unique business in which we have the misery to be engaged could not hope to exist without the great assistance vouchsafed to it by our fair friends, "The Ladies." Their many sterling qualities are too well known to be voiced by such a poor authority as myself. But amongst other things what can surpass them as an advertising medium for our wares. On their fair arms and necks our jewels are enhanced in appearance a hundred fold, and this no one can deny. Our literary friends, Messrs. McNaught and Shepherd, may take exception to my remarks, *re* advertising, and claim that their respective journals offer superior attractions, but do not heed them. There are so many other attractive features with our friends, "The Ladies," that we must even doubt such reliable authorities. As a single man, I have not had the chance to study how pleasant the fair divinities can make and keep together a family circle, and on this, their excelling point, my ignorance does them the greatest injustice. But I have the consolation of knowing that the married members will lose nothing by my want of knowledge, while the single ones may easily acquire the knowledge by following in the footsteps of the happy Benedicts.

Mr. F. Taggart said in response:—Mr. Chairman and gentlemen, this is the first time I have had the pleasure of being present at your annual re-union, and I trust it may not be the last opportunity I shall have of enjoying myself with you in this social way. I thank you for coupling my name with the toast of "The Ladies," not particularly because I make any claims to be considered a ladies' man, which I do not, but because I know the sex, and thoroughly believe that they are deserving of our respect and esteem as well as of our love. "The Ladies" are our home makers, and were it not for their kindly presence our firesides would lose the greatest charm they now possess. Woman is not only our companion in pleasure, but our mainstay in times of sickness and adversity, and as one of our own poet's has put it

"Oh! woman, in our hours of ease,
Uncertain, coy, and hard to please;
When pain and anguish wring our brow,
A ministering angel thou."

The Chairman then said:—Gentlemen, before we separate, I would like to propose the health of a gentleman who has filled with acceptability almost every office in our Association, and had it not been for his well-known modesty we should to night have heard from him in response to one of the toasts which have been already given. I trust he will not take unkindly my bringing forward his name in this way, and I think that you will all agree with me that Mr. Edmund Scheuer is well deserving of a bumper reception at our hands.

Mr. Scheuer's health was drunk in a most enthusiastic manner, after which that gentleman in response to the continued calls for a speech, said that he had been so completely taken by surprise that his tongue had become paralyzed, and he was therefore, incapable of doing justice to their kind reception of his name. In spite of this drawback, however, Mr. Scheuer succeeded in extemporizing one of the most interesting speeches of the evening, a speech replete with information regarding the jewelry trade and sparkling with witty sayings, delivered in so telling a manner as to fairly bring down the house.

At the close of Mr. Scheuer's interesting speech, those present joined hands and sang "*Auld Lang Syne*," in a most enthusiastic manner, after which they wended their several ways home, each one feeling that they had indeed spent a thoroughly enjoyable evening.



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THE DUPLEX ESCAPEMENT. CONTINUED.

(466) See that the upright or impulse teeth do not rub on the under side of the third wheel. Bring them as near together as their end shakes will allow, and try. See if the third wheel is true in the flat. If not, test as above, at the part which comes nearest to the teeth. If they can touch, take out the wheel and true it up. If the upper ends of the impulse teeth run very close to the third wheel, it is well to raise that, by springing up all the arms a little. Turn the movement over and see that the upright teeth don't rub in the groove in the bottom of the bridge. Try if they work properly on the pallet in any condition of the end shakes; if they are upright, and their front corners are whole and sharp. Sometimes the corners are cut or worn off where the finger strikes on them. The effect of this would be to lessen the lift on the worn part, as the tooth would not reach the finger so soon and would pass off sooner than if the sound corners were in action. Another fault is the having of different degrees of impulse lifting in different positions of the watch, according as the variations in the end shakes brought the worn or sound parts into contact, and rendering a close regulation impossible.

(467) The cause of the wear is that the front faces of the teeth are too much inclined, so that the corner strikes on the finger. The inclination should be such that, when the two come into contact, the front face of the tooth should be parallel with the acting face of the finger, removing any danger of cutting either piece by the shock. As the vibration of the balance continues, the change of positions will cause the corner only to press on the finger, thus lessening the surfaces in contact during the actual giving of the impulse. Sometimes this trouble arises from the tooth having too far to drop, causing the corner to strike it; while, if the drop had been less, the tooth would have reached the finger while its face was more inclined and the acting surfaces parallel. The remedy for this would be to move the finger around on the staff, to point more away from the roller notch. The proper amount of "drop" will be given in a subsequent section. But if the acting faces are already parallel at the moment of contact, the cause is probably a roughness of the finger, the face of which should be scrupulously smooth and polished.

(468) The best remedy for such worn teeth is, of course, a new wheel, if the wear is serious. Next, when possible, is to adjust the end shakes so as to confine the action of the finger to the sound portions of the teeth, if this can be done without limiting the shakes too closely; for a positive and clearly perceptible end shake must always be allowed to every part, and in any escapement. If this cannot be done, and the wear is slight, dress off the *outsides* of the teeth uniformly, being careful not to take any more off the worn part, but only bring the rest down to it. When the amount of drop is correct, but the front faces of the teeth are too much inclined, this dressing down of the teeth can be done on their front faces instead of outsides, seizing the opportunity at the same time to both sharpen the corners and correct the inclination. Done in either way, the lift will be less than it was when the teeth were sound, but

it will be the same in all positions of the watch, and, if sufficient to give the balance a good motion, it will answer. The corners of the teeth need not be brought to a perfectly sharp edge, but they should not be left too blunt, or the point of the finger may be liable to catch on it. The same remark applies to the shape of the finger point. When the motion of the balance is deficient, after the teeth are dressed down uniformly, the only remedy is a new wheel or a longer impulse finger. Sometimes however a lack of motion is caused by the roller jewel being loose on the staff. To try this, put a blunt brass point in the notch, and try if the jewel can move either way, using the eye glass. If it is in the least degree loose, it must be fastened before proceeding further. The proper way to do so will be given in the section on selecting a roller.

(469) Another cause for want of motion is in a lack of freedom of the repose teeth in the roller notch. To test this, let the balance be perfectly free from any pressure from the mainspring, either by letting that down, or by putting a bristle into the fourth wheel. Hold the movement so that the balance will fall away from the escape wheel, and then towards it, and cause it to vibrate in each position. If the motion is equally free in both, the tooth is probably free in the notch; but not if it vibrates more freely or longer in the former position. If there is any doubt, remove the escape wheel. The length of time the balance keeps moving, (after starting with the same extent of vibration in each case,) before coming to rest, compared with the time in the same positions with the escape wheel in its place, will show whether the want of motion or freedom was caused by friction of the teeth in the roller, or imperfect fitting of the balance pivots, etc.

(470) Another way to test the freedom of the teeth in the notch,—easier, and very delicate—may be tried without taking the movement apart. Wind the mainspring, move the balance back till the notch has passed beyond the tooth, then rest your oiling-wire or bristle against the front side of one of the balance arms, and slowly move it along. The arm will follow it till some obstruction occurs, when it will stop, while the wire is moved away from it. This stoppage is more common just as the repose tooth is entering or leaving the notch, and shows either a notch too narrow, or the points of the tooth too blunt. Sometimes the points are thin enough, but their sharp edge is not parallel with the line of the notch; the top of the tooth touches one side of the notch, and the bottom the other. The point or edge of the tooth should be vertical to the plane of the wheel; then, if the wheel and balance are upright, the tooth and the notch will be parallel; and if the points of the teeth are thin, they should enter and leave the notch without catching. If they do not it shows a notch too narrow. The only way for most workmen to remedy this is to fit in a roller having a wider notch. If the catching is very slight, the points of the teeth may be *rounded*, or the corners taken off, making the points round instead of square-edged, with a fine pivot burnisher, never with a file, as the teeth must not be shortened, nor even sharpened too much. How to make a notch wider will be explained in the series of articles on the Lathe. Those who decide to alter the roller, if not fully "up" in jewel working, should only round off the left lip of the notch a very little more, which will give freedom to the tooth both in entering and leaving. The right or acting lip should never be touched by the workman, unless he can restore the polish equal to new.



SOMETHING NEW.

The American Watch Case Co. of Toronto, have just placed upon the market the following New Cases, to which they ask the special attention of the Jewelry trade as being the best Low Priced Goods of the kind ever offered in the United States or Canada.



PATENT SCREW CASE.

This Case has Screw Back and Bezel, and will fit either Pendant or Lever Set Movements. It is made in 10 K. and 14 K. Gold Filled, and also in Sterling Silver.

The "**NEVADA**" Silver Case weighs a little over 2 ozs., and can be had either Plain Polished, or Engraved as shown in above cut. They are made of Solid Coin Silver throughout, and every Case contains our well-known trade mark of the Maltese Cross.

The "**FORTUNE**," 10 K. Gold Filled Case is of the same pattern, and is made of two plates of 10 K. Gold overlaying a plate of composition metal, has a Solid Gold Bow, and will wear for 15 years.

We guarantee this case to contain at least 20 per cent. more gold than any similar case imported into Canada.

The "**CRUSADER**," 14 K. Gold Filled Case is also of the same pattern. It is made of two plates of 14 K. Gold overlaying a plate of composition metal, and will wear for 21 years.



THE BASSINE "N.P." CASE.

This Case has Jointed Bezel, Cap, and Back, and is made of Solid Coin Silver with Albata Cap.

It is made in Open Face only, can be had in either Key or Stem Wind, and is the best value Watch Case ever offered to the trade of this country.

Every one of these Cases has our well-known Trade Mark of the Maltese Cross, and like all other goods of our manufacture, is guaranteed by our Company no matter by whom sold.

The above Cases are now in the hands of the Jobbing trade, so see to it when their travellers call upon you that you get a chance to examine the Samples. It will pay you!

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewel is thought at Canada will share the Editor by sending in the offer for carrying in these notes and news pertaining to the jewelry business that is of interest to the readers of the *Trader*.

ASSIGNED.—J. T. McCutcheon, jeweler, of Cornwall, has assigned in trust, for the benefit of his creditors.

DIED FROM LA GRIPE.—Mr. Johnston McCarthy, jeweler, of Tara, died last month of la gripe.

MR. JAMES H. GIBSON, of Grogan Bros., Whiting, Mass., last month put in a ten days' visit with his parents on his return from New York.

JOINED THE MOB.—Walter Stewart, *aka* Sheridan, one of the most celebrated of American diamond smugglers and bank robbers, died in a Montreal prison last month while serving out his sentence.

A ROBBER PUNISHED.—E. Howard, who pleaded guilty to participating in the robbery of M. A. Payce's jewelry store at St. Thomas, a few weeks ago, has been sentenced to eighteen months in the Central Prison.

ASSIGNED.—The creditors of Eddie Waldo, jeweler, King Street East, Toronto, met in Griffith, Sawle & Co.'s office, on the 13th February, and ordered the winding up of the estate and the stock will be sold as soon as possible. The liabilities are \$2,000 and assets \$1,950.

MR. SAMUEL MYERS, Jeweler, of Notre Dame Street, Montreal, had his store and stock badly damaged by the fire which broke out in the Balmoral Hotel Block last month. His loss will amount to about \$3,000, which we are glad to say was fully covered by insurance.

ANOTHER ARREST.—James Miller who was arrested last month in Hamilton, as a vagrant, has been identified by Chief Fewings, of St. Thomas, as the man wanted for the jewelry robbery there on the 20th of last month. Miller was taken there for the purpose of standing his trial.

THE AURORA WATCH CO.—It is now understood that Mr. Chas. D. Rood, of the Hampden Company, has completed the purchase of the entire plant, etc., of the Aurora Watch Co. for the sum of \$100,000, on the understanding that it will still continue to be located in the town of Aurora.

FIRE.—We are sorry to see by our exchanges that Messrs. A. O'Dell and L. Dupuy, jewelers, of Sherbrooke, Que., were damaged by the disastrous fire which occurred in that city on 25th January. We trust that their losses may not be so serious as reported in the papers, and that they were both fully covered by insurance.

ANNUAL MEETING OF THE HAMPDEN CO.—The stockholders of the Hampden Watch Company held their annual meeting last month, and elected John C. Duerer, president, in place of Charles D. Rood, who was formerly president and treasurer, and who was re-elected treasurer and director. An eight per cent. dividend was declared and paid, and the Company's affairs were stated to be in a very prosperous condition.

RIGHT YOU ARE.—The *Montreal Gazette* says, "Certain it is that public expectation will be disappointed if the new Banking Act does not provide a national currency." THE *TRADER* has always advocated a national currency, and no matter what arrangement the Bankers and the Government may effect the latter should see that in future there shall be only one set of bills issued instead of the thirty odd sets we now have. A national currency would do much to sell our people into a nation.

THANKS BEFITTING.—We have to thank Mr. Edgar A. Wills, the indefatigable Secretary of the Toronto Board of Trade, for a copy of the Annual Report of that institution for the past year. This little volume contains much matter of interest to every thinking merchant, and we heartily recommend a perusal of it to every one of our readers who can secure a copy. On the cover of a handsomely decorated engraving of the costly building now being erected by the Board, and which they expect to occupy before the end of the present year.

THE JEWELERS' CIRCULAR.—With the February issue of the *New York Jewelers' Circular*, that journal enters upon the twenty-first year of its existence. Its career has been one of unbroken success, and it is without doubt easily at the head of jewelry trade journals in its field from a purely technical standpoint. We look upon the *Circular* as one of our best and most readable exchanges, and we trust that it may long occupy its honored place as the oldest and in many respects the best jewelry journal on the continent of America if not in the world.

A SUBSTITUTE FOR GOLD.—An exchange says that "A Birmingham man has invented a metal that can hardly be distinguished from gold. It is like the precious metal in all its best points: can be hammered and drawn equally well, and presents a good wearing surface. It is not a compound, and gains its gold color from the action of a chemical. It can be made for sixty cents a pound, and may be used extensively in the manufacture of cheap jewelry." In our opinion any metal that has all the qualifications this one is commonly reported to possess, will be real gold and nothing else.

A CANADIAN MINT.—Senator McInnes last month gave notice of the following resolution in the Senate of Canada: "That in the opinion of this House in view of the large production and exportation of gold and silver, the increasing population, the high financial standing and commercial importance of Canada, it is both desirable and expedient that the Government should immediately pass a coinage Act and establish a mint." We cannot see why Canada should not have a mint of her own. Such an institution would not only be helpful to our Banks but to our jewelry trade.

SOMETHING WORTH HAVING.—We ask the attention of our readers to the announcement of Mr. E. Scheuer, on another page of this issue, by which they will see that he offers them, at a very low price, one of the most useful articles that a retail jeweler can have about him. They are extensively used in the United States, and highly recommended by those who have given them a trial, and we have no doubt but that the Canadian trade will take as kindly to them, and find them all that they are said to be. If you do not get a chance to visit Mr. Scheuer's warehouse to see them personally, a three-cent stamp will pay the postage on a big enough letter to order one.

EXTRAORDINARY TRAVELLING.—While the American papers are going into ecstasies over the fact that the young lady journalists have circumnavigated the world in less than 80 days, a Canadian retail jeweler, Mr. J. H. Gunther, of Listowel, has hit upon a happy expedient of sending any of his customers who care to avail themselves of it, on a similar journey, free of expense, in less than half an hour. This he accomplishes by means of an elegantly lithographed series of views of the most prominent cities in the various countries of the world, that he presents to his customers, and which not only form an artistic souvenir, but serve the double purpose of advertising the enterprising jeweler who presents them.

REMOVAL.—In our last issue we inadvertently created the impression that Messrs. W. F. Tasker & Co. had sold out their entire business to the Messrs. Ryrie Bros. This is incorrect, as they only sold out the part of their stock suitable to the retail trade to that firm and have removed the balance of their goods to 21 Colborne St., Toronto, where they propose to carry on an exclusively wholesale business in cutlery, electroplated flat and hollow ware, and other goods of a kindred nature. These gentlemen have had a long experience with this class of goods, and as they hold the agencies of some of the largest and best firms in England and the U. S., they should have no trouble in making a success of their new venture.

WITHDRAWN FROM THE ASSOCIATION.—The Illinois Watch Company having withdrawn from the United States Association of Jobbers, will hereafter dispose of their movements through special jobbers in all parts of that country. The Company has just placed upon the market and have ready for delivery, an entirely new model open face 15 size perfect set movement. It has straight line escapement, and the barrel is covered by a barrel bridge which enables the watchmaker to readily remove the barrel and repair or put in a new mainspring. In reference to this Company Canadian trade they have not yet fully



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EXCEL ALL



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AS ACCURATE TIME-KEEPERS.

The Watch Movements manufactured by the Hampden Watch Co. are the best Movements made, and the guarantee on them is almost without limit.

The Largest Establishment
factory of Watches are the
WATCH CO. & THE DUEBER WATCH



on the Globe for the manu-
factories of **THE HAMPDEN**
CASE MFG. CO., at Canton, O.

MORE THAN TWO MILLION Watch Movements and Watch Cases. manufactured by these Companies. are now in the pockets of the people. and all having one in their possession may rest assured that they have the very best Watch made.

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SOLE CANADIAN WHOLESALE AGENT FOR THE SALE OF THE CELEBRATED
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"THE BEST IN THE WORLD,"

CONTAINS MORE GOLD THAN ANY OTHER SO-CALLED FILLED CASE IN THE MARKET, AND COMBINES IN ITS CONSTRUCTION ALL THE LATEST PATENTS AND IMPROVEMENTS OF ANY VALUE IN THE ART OF WATCH CASE MAKING.



"THE WORLD'S WATCH CASE."

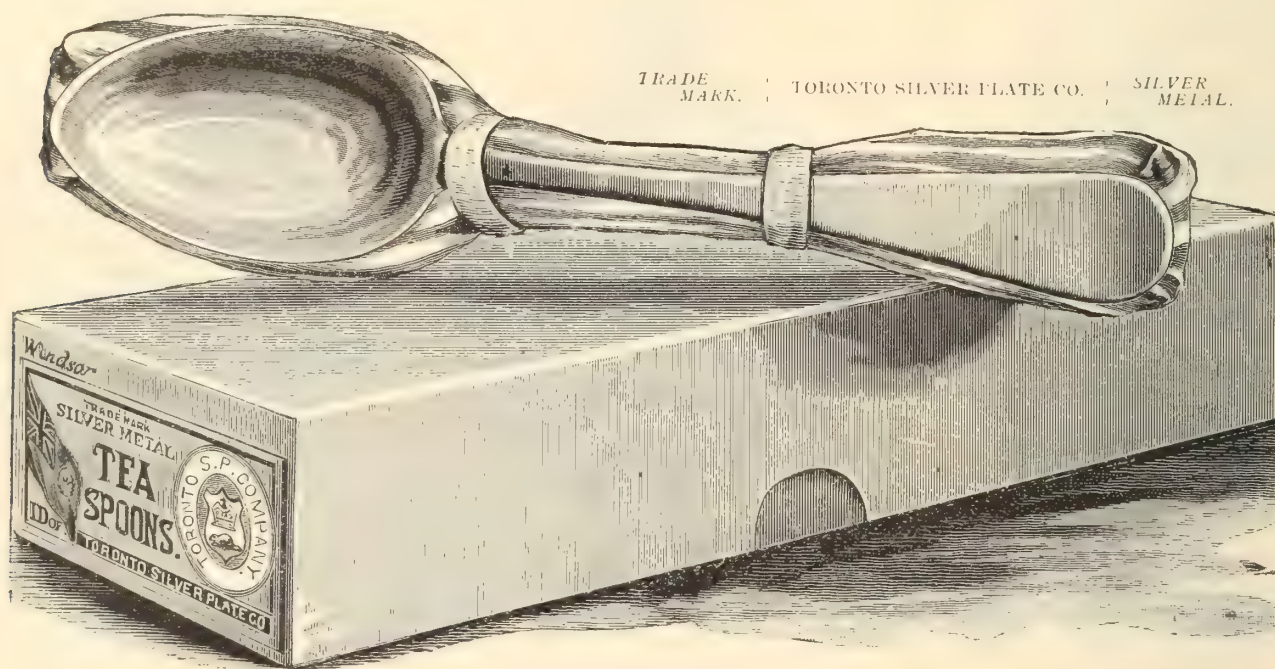
The Dueber Silverine 3 oz. O. F. Bassine, Key and Stem Wind reduced to 95c. each A perfect fac-simile of the celebrated Dueber Coin Silver Watch Case. Color, finish and durability superior to all others. Send for samples and New Dueber-Hampden Price List.

BUY THE BEST, THE DUEBER CASES.



THE TORONTO SILVER PLATE CO.

A NEW DISCOVERY IN PRECIOUS METALS.



These Spoons and Forks are Guaranteed Solid Metal, and Durable as Sterling Silver.

SILVER METAL.

SPOONS, FORKS, LADLES, Etc., made of this new metal are superior to Sterling Silver in point of non-tarnishing, and equal to Solid Silver for durability, and at one-fifth the cost.

For Hotels, Restaurants and Family use, Silver Metal Table Ware is without a parallel.

As there is no plate to wear off, any silver powder, polish, chalk or electroine can be used to clean them. The more they are cleaned the whiter and more beautiful they become.

Do not confound Silver Metal with the varieties of Nickel Silver imposed on the market. We claim for them no relation. This wonderful discovery is controlled by us, and we sell no metal except made into Spoons, Forks, etc. All genuine goods bear our trade mark :—*Toronto Silver Plate Co.* } SILVER METAL.

E. G. GOODERHAM,
Manager.

J. C. COPP,
Sec.-Treas.



decided whether they will open an agency in Toronto or sell direct to the retail trade from the factory at Springfield. In either case they propose to make an effort for a big increase in their Canadian business.

NEW WATCH CASES.—During the past month the American Watch Case Company, of 67 Adelaide St. West, Toronto, have placed in the hands of the jobbing trade three new cases, which for workmanship and value, surpass anything ever made in the United States or Canada. They are a new 2 oz. silver screw back and back case made so as to take either lever or pendant set movements, a new silver open face, key and stem wind case, front and back, solid gold centre, called the N. P., and last, but not least, a new 10k filled gold screw back and bezel dust-proof case, made like the silver one above, to fit either pendant or lever set movements. These cases are the cheapest and best cases for the money ever made by the American Watch Case Company, or any other company in America, and every retailer should ask the jobber from whom he purchases his goods to show him the samples.

HAMPDEN MOVEMENTS.—In a letter received last week from Mr. W. A. Young, the Canadian agent of the Dueber-Hampden Company, that gentleman says, "The Hampden Watch Co. have brought out a new 18 size nickel movement, fifteen jeweled, Breguet hairspring, adjusted, etc., and guaranteed to be the best timekeeper in the world for the price." These movements are delivered to the trade in silver case skeleton cases without extra charge. This movement is named the "John C. Dueber." The output of Hampden watches will this year be brought up to nearly 1,000 per day, and when this increase is effected I trust to have no difficulty in giving the Canadian trade all of these movements that they can use, a thing that, thanks to the publicity given them through the columns of *The Trader*, I have hitherto been unable to do."

JEWELERS' SECTION OF THE BOARD OF TRADE.—A new trade section was last month formed in connection with the Toronto Board of Trade, the Jewelry and Silversmiths' Section, and held its first meeting a few days later in order to elect officers for the coming year. Fifteen firms were represented, and others are expected soon to join. The by-laws for the guidance of the section were submitted and approved of, and the duty of presenting them for the approval of the Council was delegated to Mr. W. K. McNaught, the representative of the section at the Council Board. The executive of the section was then elected as follows: Messrs. M. C. Ellis, J. C. Copp, E. Scheuer, W. K. McNaught and T. H. Lee. A meeting was then held of the executive, and Mr. E. Scheuer was elected chairman, Mr. J. C. Copp deputy-chairman and Mr. Edgar A. Wills, secretary-treasurer.

ELGIN WATCHES.—In a recent interview with the Chicago correspondent of the *Keystone*, Mr. Avery, the President of the Elgin Watch Company, said regarding the trade outlook:—"We have increased our productive capacity to 1,700 movements per diem, and I expect very shortly to reach 1,800. Still we cannot begin to fill our orders. I think we could dispose of every movement we make, without placing one in the United States. American movements are becoming more popular in England and her Colonies, and in fact all over Europe. I hear very encouraging reports as to business prospects in every section of the country, and I think the present satisfactory condition of affairs is likely to continue." This is certainly a wonderful showing, and speaks volumes for the quality of the Elgin movements.

NOT CERTAINLY INTENTIONAL.—The *Watch Deal* in its last issue says, "Our esteemed contemporary, the *Toronto Trader*, reproduces in its February issue an article on 'Gold,' which it credits to the *London Watchmaker, Jeweler and Silversmith*. This interesting article originally appeared in the August number of *The Watch Deal*. The Canadian monthly also copies from our columns, and duly credits, the exciting story of Daniel Fosse, the 'Invisible Jeweler of Paris,' which was first printed in our issue of September last." *The Trader* has always acted upon the principle of giving honor to those who deserve it, provided they can find out to whom it really belongs. If all of our American contemporaries would only get into the habit of separating their original from their contributed matter, and properly crediting the latter, we do not think that any of them would again have caused complaint on the above score against this journal.

FIRE.—The premises of Mr. H. Ellis, wholesale jeweler, of 10 Welington St. West, were badly damaged by fire about eight o'clock on the evening of the 13th February. Mr. Ellis had just received several large consignments of American jewelry, which he was marking off, preparatory to packing his trunks for a trip on the road. Unfortunately for himself these goods were all left outside of his vault during the time he was compelled to be absent for supper, and on his return, he found the premises wrapped in flames, and the firemen doing their level best to save the building. The premises were completely gutted, and the result, so far as Mr. Ellis is concerned, was the total loss of everything outside of his vault. The loss of stock and fixtures will not be less than from \$7,000 to \$8,000, but this we are glad to say will be fully covered by insurance. Mr. Ellis is getting the place fixed up again, and in a few days will be in as good shape as ever to do business.

A SUPPOSED BURGLAR CAPTURED.—Gilbert Skeats, 134 York Street, Toronto, who nine years ago was bartender at the Queen's Hotel in this city, was arrested by Detective John Cuddy, on a charge of being concerned in the late Montreal jewelry robbery. On the 20th Jan., W. S. Walker's jewelry store at Montreal was robbed of \$5,000 worth of jewelry, diamonds, etc. A man, who gave his name as James Martin, was arrested the same evening and sent to penitentiary for fourteen years. Sergeant Detective Reburn, of this city, found a diamond ring in the possession of a certain King Street merchant and identified it as one of the rings stolen at Montreal. The merchant at once told how he came to possess the ring, stating that he had purchased it for a round sum from Skeats. After Skeats had been arrested he denied having sold the ring, but when Reburn produced the article the prisoner weakened and admitted the sale, but refused to tell how it came into his possession. He was then locked up and a telegram sent to the Montreal authorities.

A CLOSE CALL.—The premises of Mr. Edmund Scheuer, wholesale jeweler, had a very narrow escape from destruction by fire on the night of the 20th February. About one o'clock at night Mr. Scheuer was aroused from his slumbers by a messenger with a hack who informed him that his warehouse was on fire, when he at once hurried down town to find to his relief that although there was a terrific fire raging, it was not in his premises but in those of the Gendron Mfg. Co. next door. After herculean efforts on the part of the firemen, the flames were subdued, but not before that Company had suffered a loss to the extent of at least \$20,000. Our readers will be glad to learn that with the exception of a slight wetting of his office and walls by water, Mr. Scheuer had no loss whatever, and settled his claim against the insurance companies in full for \$200. Within a few hours after the fire was extinguished, Mr. Scheuer had his place straightened up again and business running along as usual. It was certainly a close call.

STILL ANOTHER FIRE.—If the fire fiend has no special grudge against the wholesale jewelry trade of Toronto, appearances are strangely deceitful. Mr. E. Gunther owns a block of three brick warehouses, situated on the corner of Melinda and Jordan Streets, in this city, and about four o'clock on Thursday morning, 20th February, the middle one was discovered to be afire. The flames had gained considerable headway before the alarm was given, and although the fire brigade on its arrival soon subdued them, the damage to the building and stock will probably not fall far short of \$20,000. Fortunately for Mr. Gunther's own stock, although the water came pouring down into his warehouse it was principally in his private office and left his stock almost unharmed. A few feet further over and the water would have damaged thousands of dollars worth of material. Mr. Gunther's own business was not interrupted beyond the short time necessary to get rid of the water and the place dried out. His loss on the building is fully covered by insurance.

AN IMPORTANT DECISION.—A Cleveland, Ohio, U. S. despatch says: James R. McMullen, a resident of Ontario, Can., and George W. McMullen, of Illinois, recently brought suit against Samuel J. Rutledge of Ohio, in the United States district Court, to compel him to pay for certain bonds, etc., he had received from them. They desired that a judgment obtained in an Ontario court be taken as a judgment here. The defence demurred on the ground that a judgment obtained in a



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We do not in any case supply imitation goods of any kind and bill it as genuine.

We want every Watchmaker, Jeweler, Engraver, Journeyman and Apprentice who have any kind of manufacturing or repairing to do, to know and have reason to remember our address. We have every class of Tools and Materials used at the Watchmaker's or Jeweler's work bench.

WE HAVE OUR LATHES AND TOOLS RECOMMENDED BY HUNDREDS.

WHITCOMB and Webster-Whitcomb LATHES.

Please take particular notice : In nearly every case orders are filled by return, our prices are right, we are known to be particularly accurate. We go to great pains to explain to workmen who may not be fully posted on technical descriptions, and whose orders are therefore not clear, and we have special consideration for the sensibilities of such.

An evidence that Watchmakers in Canada realize the advantage of buying from us is proved by the steady increase of trade and of the number of new names signed to orders received daily.

In every case, when ordering any class of goods from our house, please state exactly what is required. Alleged errors frequently occur because goods and materials are not sufficiently described.

P. W. ELLIS & CO., - TORONTO, ONT.

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NOTE OUR JEWELRY DEPT. AD. ON PAGE 2 OF COVER.

foreign court where the judge did not pass upon the merits of the case, although appearance was entered, was not conclusive in courts in the United States. Judge Ricks heard the arguments on the demurrer to-day, and held that a judgment obtained in a foreign court of jurisdiction was binding in the United States courts, the same as if the judgment had been obtained in courts of competent jurisdiction in States of the union. This decision is extremely important to creditors having accounts against merchants who have skipped across the line in order to avoid the payment of their debts. These gentlemen will not now find their position so secure as they had formerly imagined it to be.

HYMENEAL.—Referring to the marriage of Mr. Richard Russell, the well-known jewelry traveller of Levy Brothers, of Hamilton, the *Montreal Gazette* of the 1st February, has the following to say in reference to the ceremony: "Shortly after six o'clock on Saturday evening last, a pleasant event occurred, in the marriage of Miss Isabel Gertrude Harris, second daughter of Mr. H. V. Harris, of St. Lambert, Montreal, and Mr. Richard Russell, jr., of Hamilton, Ont. The marriage took place at the Church of St. James the Apostle. The centre of the church was filled with friends of the bride. The wedding gown was of white brocade satin, court train, over petticoat of white silk, and trimmed with white lace; tulle veil, wreath of orange blossoms and bouquet of white roses. The bridesmaids were Miss Harte, Miss Kate Smardon (Three Rivers), and Miss Maggie Bourne, of St. Lambert. The gentlemen who attended the groom were Mr. Thos. J. Darling, Mr. F. Bourne and Mr. George Darling. The ceremony was performed by the Rev. Canon Ellegood. The choir assisted with full choir service." *THE TRADER* joins with Mr. Russell's myriad of friends throughout the jewelry trade of Canada in wishing him and his bride long life, prosperity and happiness.

A SWINGER PUNISHED.—An American traveller, named Chas. Besser, was arrested in Montreal last month on a suspicion of having

brought into Canada a lot of stolen property, consisting of diamonds, jewelry and watches. Detective Robertson, of the Montreal force, was commissioned to work up the case, and after a good deal of telegraphing to and from the leading cities of the United States, he received a despatch from Messrs. Cohen & Co., 245 Broadway, New York, saying that they were interested in the prisoner Besser and that a representative of the firm would leave at once for Montreal. Mr. L. Krug, one of the partners, came to Montreal, and, being taken to the jail, had no difficulty in recognizing his man. Charles Besser, alias Schwartz, was, it appears, acting as traveller for Cohen & Co., when about a month ago he disappeared, taking with him between two and three thousand dollars' worth of valuable jewelry. His family live in New York, and are represented to be very respectable people. The prisoner was tried, found guilty and sentenced to six months' imprisonment in the common jail with hard labor. The goods will be given up to Cohen & Co. by the authorities as soon as the customary formalities are complied with.

ENGLISH ENTERPRISE.—On Saturday, January 11th, a notable incident occurred in the history of English watchmaking, which goes far to prove that "there's life in the old land yet!" We refer to the opening by Lord Derby of the new works of the Lancashire Watch Company, at Preston. Taking a leaf out of the American Company's book, the projectors of this Company have consolidated a lot of small and financially weak concerns into one large aggregation, which proposes to manufacture watches by machinery upon a large scale, exactly the same as is done in the best American factories. The buildings just opened are but the nucleus of a series of projected buildings, which when completed will have a capacity of 3,000 hands. At the opening the number of hands employed was about 500, but this number is to be augmented just as soon as the buildings and machinery can be constructed. As this enterprise may fairly be said to be the first thing of its kind ever fairly tried in England on a large enough scale, or

FOR TIME, APPEARANCE AND GENERAL SATISFACTION,

THE

WATERBURY WATCH

**Is UNEQUALED by any other low-priced Watch
IN THE WORLD.**

There is a larger percentage of profit in the sale of **WATERBURY WATCHES** than **ANY** Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.

THE WATERBURY WATCH CO.

81 KING STREET EAST,

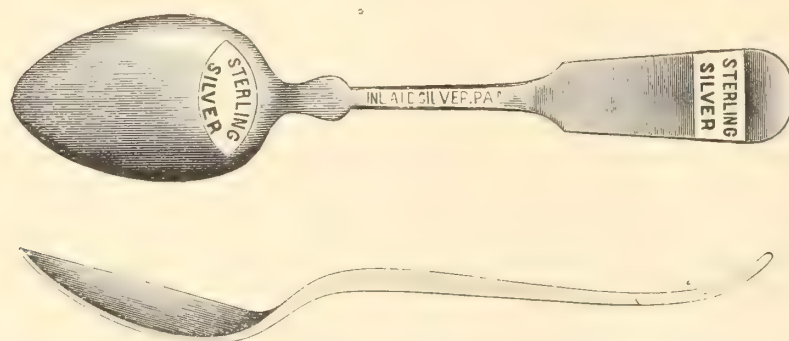
-

TORONTO, ONT



A NEW LINE FOR THE TRADE.

INLAID SILVER SPOONS AND FORKS



NEXT IN DURABILITY TO STERLING SILVER.

The above cut represents our goods before plating, which in process of manufacture have a portion of the metal cut out where they rest on the table. The cavity thus made is **FILLED WITH SOLID SILVER**. After plating, the filling is not visible. This effectually overcomes the great objection heretofore found in Plated Forks and Spoons.

Our goods are all made of eighteen per cent. Nickel Silver, filled at points of rest with Pure Silver, and then plated with 8 oz. plate, being twice the amount of silver deposited on the regular A 1 goods. The life of an ordinary Plated Tea Spoon is about five years. We guarantee our goods absolutely to wear twenty years.

TEA SPOONS,	-	\$6.50	LIST.	} SUBJECT TO THE REGULAR TRADE DISCOUNTS.
DESSERT "	-	11 00	"	
TABLE "	-	13.00	"	
DESSERT FORKS,	-	11.00	"	
MEDIUM "	-	13.00	"	

Every piece bears this stamp: INLAID SILVER, PAT'D.

Goods are packed up in satin-lined rack boxes of one dozen. Guarantee enclosed in each box. Manufactured in Canada under Warner's patents by the Inlaid Silver Company, Toronto.

For sale by the leading jobbers of plated ware. Should your jobber not have them in stock, write direct to

THE INLAID SILVER CO'Y, - TORONTO.

with sufficient capital and having to give it a chance of success, we heartily wish it "God speed," for by the tone of the speeches at its opening it is evident that some such movement must be inaugurated if the English watchmaker is to remain in England and work at his old trade. We trust that it may have the effect anticipated of giving the English mechanic steady employment at a much better rate of wages than he has hitherto enjoyed.

LAUNCHING OUT.—The Acme Silver Company, of this city, have just concluded the purchase of the building formerly used by R. S. Williams & Co., as a piano factory on Bayview St., Toronto, and propose to remove their business there as soon as the necessary changes can be made, which will probably be about the end of June. The new premises have 145 feet frontage, by 40 feet in depth, and are six stories high. Power will be furnished by an improved Corliss engine of seventy-five horse power, for which steam is to be furnished by a one hundred horse power steel boiler. The Acme Company have recently added to their plant an improved hydraulic press, capable of exerting a pressure of one hundred and fifty tons to the square inch, and with the addition of this and other machinery now in process of construction, they think that they will have one of the best equipped factories in America. When our readers call to mind that six years ago this Company started in on Church Street in a one story building with only eight employees, and very little machinery, and now see the establishment and equipment they now run, they must confess that a great deal of energy and hard work has been expended in bringing the business to its present high-water mark. Not only does the Company do a large and ever increasing business in Canada, but they are slowly building up an export trade, and now ship goods direct to England, the West Indies, New Zealand and Australia.

DARING ATTEMPT AT BURGLARY.—The jewelry stores in the city of Montreal seem to have had particular attraction for the burgling fraternity of late, there having been several successful and unsuccessful attempts to rob this class of tradespeople during the past month. At half past two o'clock on the morning of the 13th February, watchman Prevost, while passing the jewelry store of Mr. Scott, 1561 St. Catherine Street, saw the form of a man crouching by the door of the large safe and quite unconcernedly boring a hole through the heavy door. The watchman immediately ran to the rear of the premises, seeing that entrance to the store had been gained that way. He encountered two of the fellows outside the window, and drawing his baton, dealt one after the other severe blows, finally knocking them into an excavation immediately behind the store. He now turned his attention to the fellow who was all this time boring away at the safe door. The constable was about to crawl in through the window when this daring fellow heard him, and with one bound jumped through the plate glass door, but not before receiving a blow from the aforesaid baton. The watchman went in pursuit. He found his two assailants had crawled away, and the third by this time was at a safe distance. About an hour afterward the same watchman, while on patrol, jumped on a man whom he took to be one of those connected with the burglary. His name was Côté. He was taken to the police station. Goods to the amount of \$100 were stolen, but had the safe been opened the robbery would have been most serious, as it contained \$7,000 in money and goods.

THE LONDON (ENGLAND) JEWELER AND SILVERSMITH does us the honor to re-publish our remarks upon the reasons why the jewelry trade of Canada prefer to buy their goods elsewhere than in the dear old land which we are all so proud of. The pith of the reason we gave was that English manufacturers would not make the goods our people wanted. Commenting upon this, our esteemed contemporary says: "If our readers will refer to the article in question, from which our esteemed contemporary quotes, they will see that we suggested the 'want of adaptability' on the part of home manufacturers only as a suppositious alternative cause for a falling off in or a standing still of our trade with Canada, the other cause and the chief one being 'failure on the part of English manufacturers to keep the Colonials informed of what they were doing and of so educating the Colonial taste up to the home standard' of keeping English styles in the front place in Colonial markets by persistent advertisement, etc." In regard to the above we may say that our Canadian buyers are

thoroughly posted about the English novelties in jewelry, the trouble has been that they did not suit our Colonial tastes, and while our English brothers were trying to educate us up to *their* standard our Yankee cousins were quietly supplying us with the exact articles we desired. What the English manufacturers want to do, is not so much to expend energy and money in educating our vitiated Colonial taste, as to give us exactly what our people want. When they get over the educating fever and get the idea through their heads that we really know just what kind of goods we want, then half the battle will have been won for there is not the slightest doubt that England can still manufacture a great many lines of jewelry cheaper than the same goods can be made in the United States and of course Canadian, like everybody else, are desirous of purchasing in the cheapest market.

WORKSHOP NOTES.

THE best method of cleansing watchmakers' and jewelers' brushes, is to wash them out in strong soda water. When the backs are wood, you must favor that part as much as possible, for, being glued, the water may injure them.

A good black lacquer to put on opera and field glasses may be obtained by making a strong solution of nitrate of silver in one dish, and of nitrate of copper in another. Mix the two together, and plunge the brass into it. Now heat the brass evenly till the required degree of dead blackness is obtained.

METALLIC surfaces may be gilt by rubbing in the following mixture Chloride of gold dissolved in pure water 36 parts, mixed with a solution of cyanide of potassium, (poisonous) 60 parts, in pure water, shake well and set by for 15 minutes, then filter. This liquor is thickened with a powder composed of prepared chalk 100 parts, cream of tartar 5 parts.

A BRILLIANT gloss may be put on mother of pearl articles by going over them with pumice stone finely powdered, washed to separate the impurities and dirt, with which polish very smooth; then apply putty powder and water by a rubber, which will produce a fine gloss and good color. Vienna lime is likewise used, but the finish is produced by experienced skill rather than any special ingredients.

A GOOD process for oxidizing silver is to add four or five thousandths of ammonium sulphide or potassium sulphide to water, at a temperature of 160 to 180 degrees Fah. When the articles are dipped into this solution, an iridescent coating of silver sulphide is produced, which after a few seconds turns blue-black if allowed to remain in the liquid. Remove, rinse, scratch brush, and burnish when desired.

WISE AND OTHERWISE.

"Young man," said the minister impressively, "I can see you as you sat at the gaming-table last night, with a deep red flush on your face." "Excuse me, but you're wrong about that deep red flush. Bill Jenkins had it in his hand."

"My house was entered by a burglar last night." "Is that so?" "What did you do?" "Nothing but look at him." "Did he carry off anything?" "No," he saw that there was only wood stoves in the house and not a particle of coal on the premises, so he went away."

SMITH—"That paragraph in the *Daily Herald* touched you up rather severely yesterday, Brown." BROWN—"O yes; I don't mind that sort of thing, however. The world will always contain fools, you know." "I suppose so. If there were no fools there wouldn't be anything for those fellows to write about, I suppose."

"Do you know," said a dignified looking man, "that I never tasted whiskey?" "No," was the reply. "I know lots of fellows that gulp it down quick that way, but somehow I could always get more enjoyment out of it by letting it go down slow, unless it's clear prizen."

WIFE—"Why did you send home a ton of coal to-day, dear?" "We have coal enough to last until July." Husband—"I didn't order any coal, and I wish you wouldn't pay gas bills." "I went to the office to-day to make a kick, and was told the bill was paid." Wife—"Why, I haven't paid any gas bills." Daughter (blushing)—"George is the responsible one, papa, and I think it was a very delicate thing for him to do."



LEVY BROS.,

HAMILTON, ONT.

1890

1890

In the New Year, as in the past, we will use every endeavor to place before the Trade "The Best that the Markets afford." We will devote both time and money to secure the class of Goods which we know from our experience is best suited to the various centres of trade with which we have dealings.

DIAMONDS.

Our Stock will be well kept up. Choice Pairs and Single Stones always on hand.

AMERICAN MOVEMENTS.

All Grades named in Price List.

CLOCKS.

The Best Value in Canada.

The Largest Stock.

SWISS WATCHES CHOICE AND CHEAP.

SILVER AND FILLED CASES.

A Complete Line.

OUR PLATFORM FOR 1890.

GOLD CASES

ENGRAVED WITH OUR OWN SPECIAL DESIGNS.

TOOLS AND MATERIALS.

In this Department everything required by a Watch-maker will be found.

W. B. & Co.'s

WATCH GLASSES.

OPTICAL GOODS.

Our A1 Spectacles, Registered, Nickel or Steel Frames, are unsurpassed value.

A Full Line of

Lemaire's CELEBRATED GLASSES.

Our Travellers will make their Regular Trips through ALL parts of Canada. If you cannot wait, a Letter Order will receive our prompt and careful attention.



NEW HAVEN CLOCKS

LEAD THE WORLD

- - IN - -

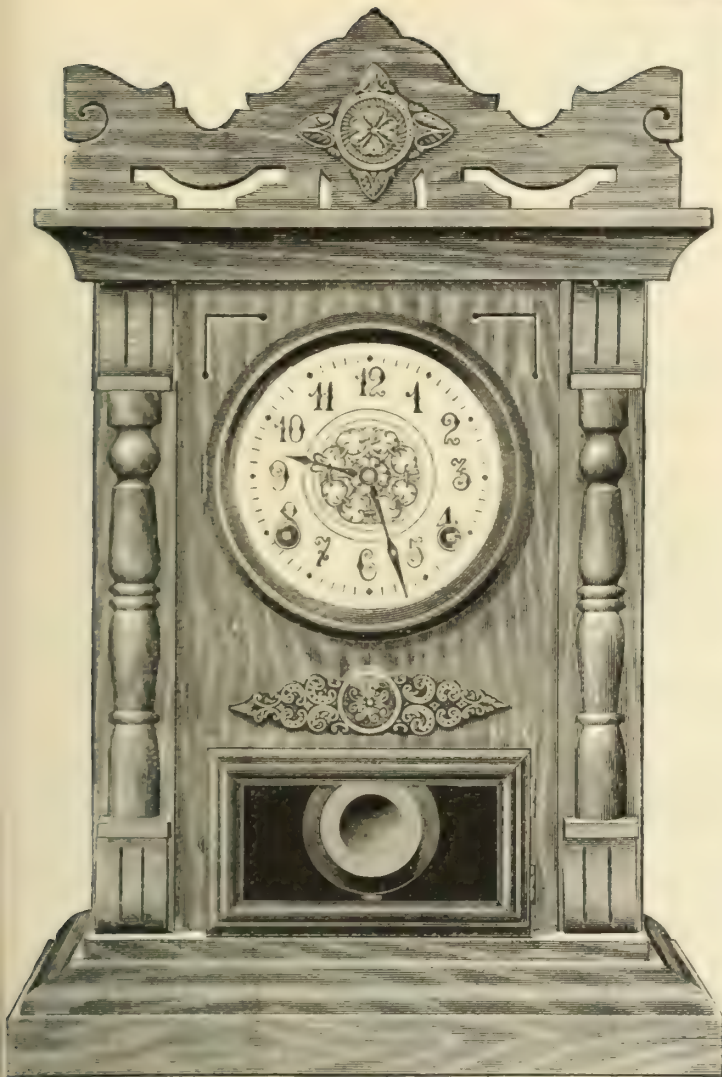
DESIGN.

FINISH.

PRICE.

See their Great Values

FOR 1890.



RUSSIA—Height 18 1-2 in. Cathedral Gong.

LEVY BROS.,

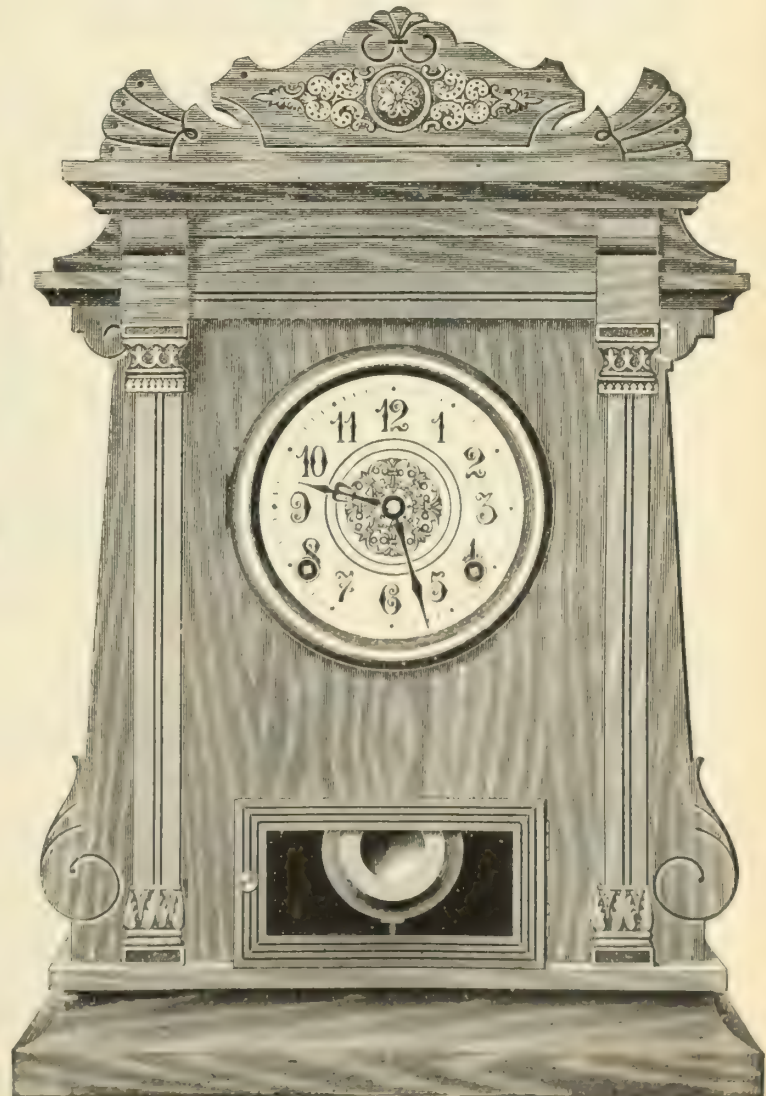
HAMILTON, ONT.,

SELLING AGENTS

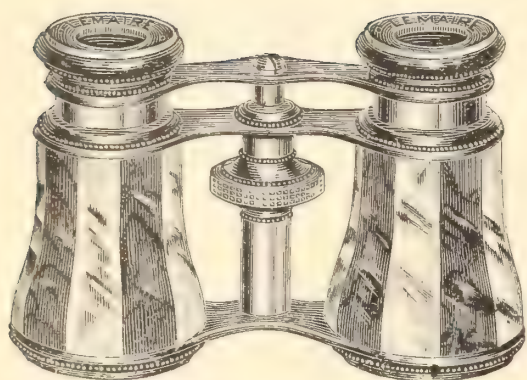
FOR

NEW HAVEN CLOCK CO.

FOR CANADA.



SERVIA—Height 19 in. Cathedral Gong.



OPERA GLASSES.

THE especial attention of the trade is called to the extension we have recently made to this branch of our business.

We last fall made arrangements with **LEROI ET CIE.** of Paris, to control their goods in Canada, and the first shipment, which has recently come to hand, have surpassed our most sanguine expectations. We believe the Glasses to be equal in all respects to Lemaire's for considerably lower prices.

We also have a complete line of Lemaire's Glasses in stock, at close figures, also some special lines of Chevalier's.

A GOOD ASSORTMENT OF FIELD GLASSES ALWAYS ON HAND.

SAMPLE ORDERS SENT BY MAIL

THE HEMMING BROS. CO., Limited.

76 YORK STREET, TORONTO.

The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES
ORIGINAL.
DURABILITY
GUARANTEED.



J.G.C. & CO.

FINISH ALL
THAT
COULD BE
DESIRED.

TRADE MARK

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

J. G. CHEEVER & COMPANY,

NORTH ATTLEBOROUGH, MASS., U.S.A.

GEO. P. WAGNER.

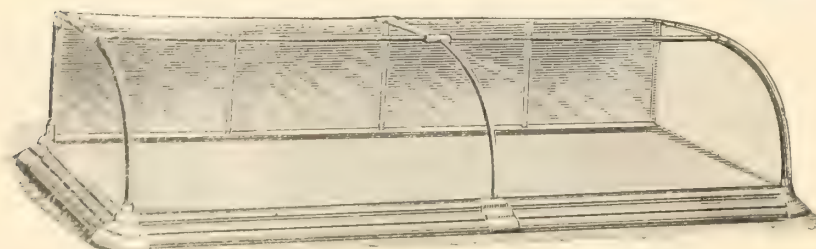
CARL ZEIDLER.

D. C. WAGNER.

DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.

(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.
Send for Catalogue and Price List.

Show Rooms, Head Office and Factory: West Toronto Junction, Ont.

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade. NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type-lines, or about 60 words.

EMPLOYMENT WANTED by a young man, age 19, able to do jewelry and clock repairing, also plain and fancy engraving. For particulars, address **ALEX DARLING, Simcoe, Ont.**

FIRST CLASS WATCHMAKER, with 10 years' experience, wants situation. Address **WATCHMAKER, 254½ Simcoe St., Toronto.**

FOR SALE. - Jewelry business in the most thriving town in Manitoba. Railway centre of three independent lines. Fine farming country. Town growing very rapidly. Two jewelry stores only. Population about 3,500. Stock can be reduced, with fittings, etc., to about \$2,000. Terms reasonable. Fine opening. Address, if you mean business, **MARTIN & CURTIS, Portage la Prairie.**

SITUATION WANTED—Newly from Scotland, 10 years' experience. Well up in watch and clock jobbing, good salesman, got good kit of tools. Address **J. T. MOWAT, 35 Belmont Street, Montreal, Que.**

SITUATION WANTED as watchmaker, can do all kinds of watch, clock and jewelry repairing, have all my own tools, have had five and half years' experience, can furnish best of recommendations concerning character and ability. Am willing to act as salesman, want steady situation, city preferred. Wages no object. Address **WM. FEETHAM, Forest, Ont.**

SITUATION WANTED by one who has worked near 2 years at the trade, where he would have chance to improve. Can do all kinds of plain watch, clock and jewelry repairing. Would wait on customers if required. Can give best of references. Apply to **L. B. FORSYTH, Stouffville, Ont.**

SITUATION WANTED as 2nd workman or improver, can do turning, pivoting and all ordinary work. No objection to serve in store, can furnish best of references. Address **DRAWER 9, Paisley, Ont.**

SITUATION WANTED by a young man 20 years of age, as improver in watch and clock work. Two years' experience at the bench and as salesman. Situation in wholesale jewelry store preferred. Address **J. C. WOODARD, Beamsville, Ont.**

SITUATION WANTED by a young man 19 years of age, just finishing a 4 years' term with Mr. A. Moffat, jeweler, Port Elgin. Wages not so much an object as further improvement. For recommendations apply to **ALEX. MOFFAT, Port Elgin, Ont.**

WANTED by a young man, two years and one-half experience, can repair clock, jewelry and plain watch work. First-class references. Address **G. W., care of J. & J. Stevenson, London, Ont.**

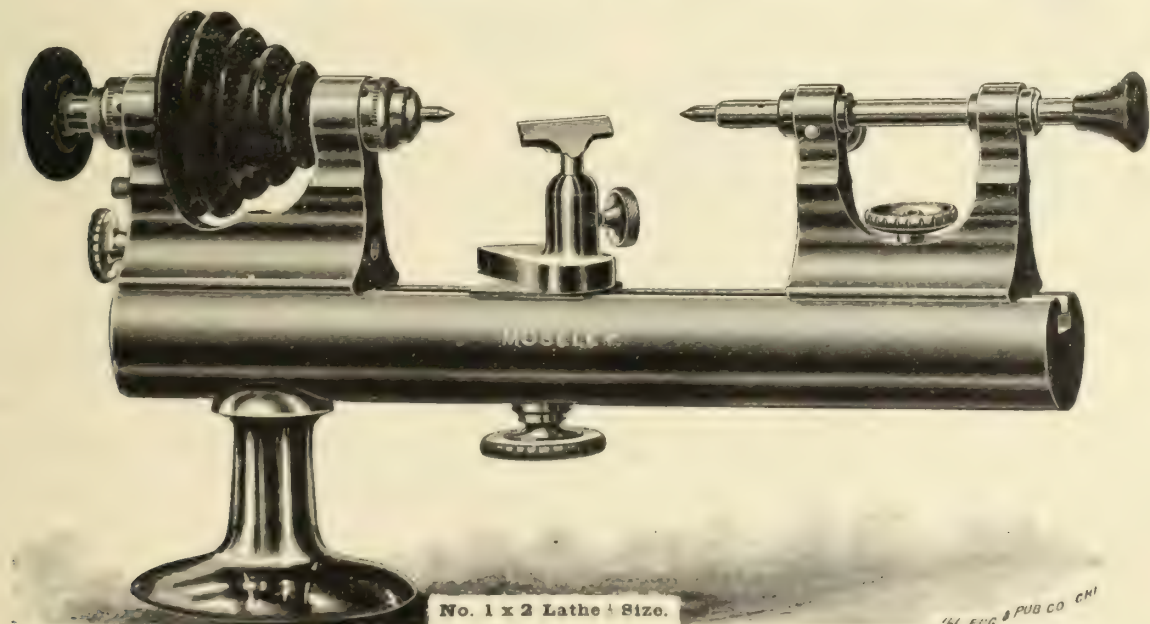
WANTED SITUATION with first-class watchmaker to finish trade. Have worked over three years at the bench, or would take work of any kind in a jewelry store. Address **B. x 204, St. Catharines, Ont.**

WANTED—A situation by young man 22 years of age, has had six years' experience at the bench. Good salesman, has full set of tools and American lathe, and can furnish good references. Address **A. K. JANSEN, care of Geo. Klinck, Jeweler, Elmira, Ont.**

YOUNG MAN wants situation as improver to the watchmaking, has been nearly four years at the trade, and has good set of tools. For further information and references, apply to **HERBERT W. REVELL, 615 Ontario St., Toronto, Ont.**

QUALITY IS THE STANDARD OF VALUE.

WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 WIRE CHUCK

All our Chucks are stamped "Moseley" on the face and warranted.

Trade of Ontario Hall Store

Note. The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

ALBERT KLEISER,
NO. 14 KING STREET EAST,

BOOKS FOR WATCHMAKERS.

Saunier's Treatise on Modern Horology in Theory and Practice.

Translated from the French by Julien Trippin and Edward King, M. A. Octavo, 382 pages, containing 78 wood cut illustrations and 22 double page colored copper plate engravings. Price, post paid \$12.00

Saunier's Watchmakers' Hand-Book.

Latest edition, enlarged. Illustrated with handsome wood cuts and double page copper plate engravings. Price, post paid \$1.00

Britten's Hand-Book, Dictionary and Guide for Watch and Clock Makers. By F. J. Britten, Secretary of the London Horological Institute. Price, post paid \$1.75

Sole Agent for the Dominion for the Moseley Lathe, -

- Wholesale Dealer in Watch Materials of all Kinds,

- **TORONTO, ONT.**



The Montreal Optical & Jewelry Co., Ltd.

Warehouse and Factory, 1685 Notre Dame St. Montreal.

P. O. BOX 1054.

ONLY MANUFACTURING OPTICIANS IN CANADA.

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

OPTICAL GOODS

Ever Shown in the Dominion.

Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles
AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

Montreal Optical and Jewelry Company, Limited.

G. H. LEES & Co.,
MANUFACTURING JEWELERS,
 WATCHMAKERS AND ENGRAVERS.
HAMILTON, - - - ONT.

Have their factory fitted with the most improved and best steam machinery and make a specialty of making any kind of jewelry to order, particularly **Rings** of all kinds. Orders of every kind promptly filled, Medals, Hair Jewelry, Enameling, Stones cut and engraved. Repairing receives prompt attention, and at moderate prices. We have a good reputation for being prompt. Watches demagnetized and properly repaired. Tools and materials.

Our Terms are Cash. Please give us a Trial.

JEWELERS WANTED,
 TO SEND THEIR ENGRAVING TO
J. S. MURRAY & CO.
 GENERAL AND ORNAMENTAL
ENGRAVERS,
 ROOM 58,
YONGE STREET ARCADE, - - - TORONTO.

W. COATES & BRO.,
 JOBBERS IN
JEWELRY AND WATCHES,
 BROCKVILLE, ONT.

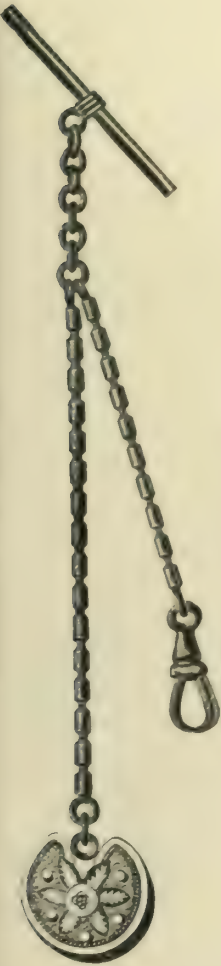
C. W. COLEMAN,
 10 KING ST. WEST, (up Stairs,) - - - TORONTO.
 WATCHMAKER TO THE TRADE.
 Importer and Dealer in GRANDFATHER CLOCKS,
 QUARTER TING-TANG AND CHIMES.
 ESTIMATES FURNISHED FOR TOWER CLOCKS.

T. WHITE & SON,
MANUFACTURING JEWELERS,
 LAPIDARIES & DIAMOND SETTERS,
RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.

Canadian and Foreign Stones Polished and Mounted for the Trade.
 N.B.—A variety of Stones and Imitations of all kinds in Stock

R. F. S. & CO.

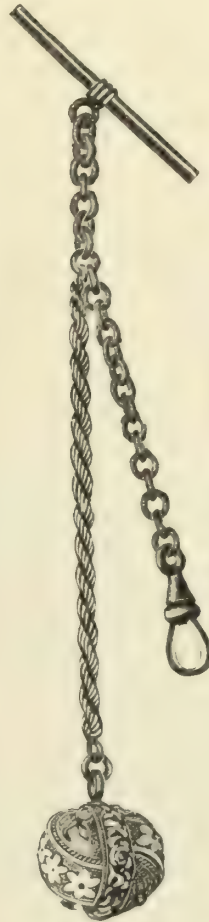
"SAFETY QUEEN."



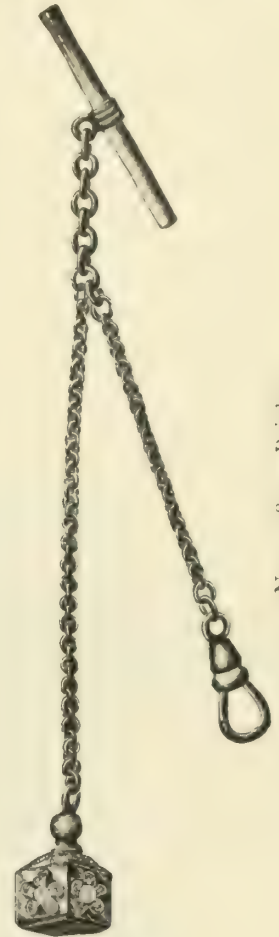
No. 2520.—Bright.



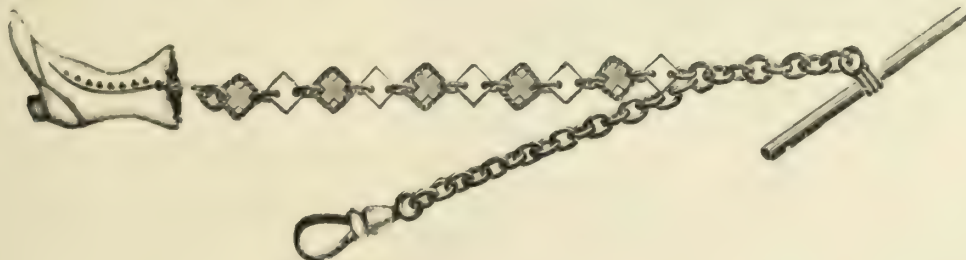
No. 2468.—Roman Gold.



No. 2490.—Bright.



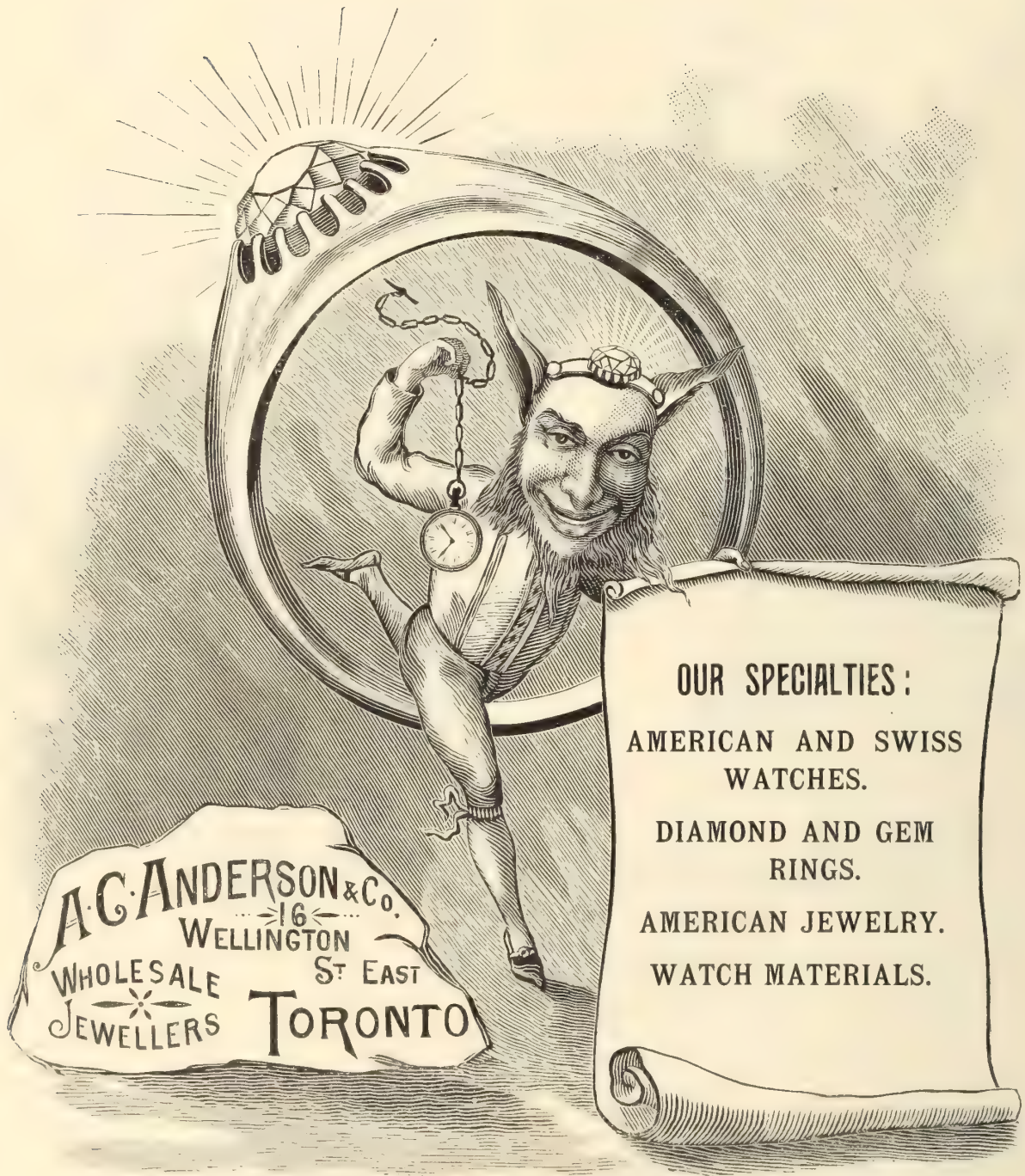
No. 2483.—Bright.



No. 2497.—Pearl and Gold Combination. Pearl Charm.



No. 2500.—Pearl and Gold Combination Pearl Charm.



A detailed illustration of a man with a devilish appearance, including horns and a crown, holding a pocket watch. He is standing next to a large, ornate diamond ring. A scroll is unrolled next to him, listing specialties. The background is a textured, shaded area.

OUR SPECIALTIES :

AMERICAN AND SWISS
WATCHES.

DIAMOND AND GEM
RINGS.

AMERICAN JEWELRY.
WATCH MATERIALS.

A.C. ANDERSON & Co.
WELLINGTON ST. EAST
TORONTO
WHOLESALE JEWELLERS



A CASE YOU CAN SWEAR BY.



THE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of GOLD FILLED WATCH CASES.

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to swear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can "s wear by."



THE GOLDSMITHS' STOCK COMPANY OF CANADA, LIMITED.

Spring 1890.

AMERICAN JEWELRY.

NEW GOODS IN EVERY DEPARTMENT. We draw especial attention to our selection of American Jewelry; it will please the most fastidious buyer. We show a complete range in Ball Necklets, Bracelets and Victorias; artistic designs in Brooches, embracing every leading novelty of merit; some pretty things in Jersey Pins, Scarf Pins, Charms, &c. Inspect our Travelers' samples thoroughly, and it will pay you, especially our Maltese Cross Roll Plate Chain, the best value offered.

ANSONIA - CLOCKS - AND - BRONZES

WE HAVE SOMETHING SPECIAL TO SHOW YOU.

NEW DESIGNS IN BOSS, CRESCENT AND FAHYS' FILLED CASES.

WALTHAM, ELGIN AND COLUMBUS MOVEMENTS.

AN ATTRACTIVE ASSORTMENT OF GOLD GOODS.

PAILLARD NON-MAGNETIC MOVEMENTS.

48 YONGE STREET, - - - TORONTO.

APRIL, 1890.



T. H. LEE & SON

STATED LAST MONTH THAT THEIR
DIAMOND AND OTHER GEM RINGS
WERE UNEQUALLED.

They have now the gratification of knowing that the universal
opinion of the Trade is that

THEY SHOW THE BEST LINE IN CANADA.

*They also carry a large stock of American Movements,
Gold, Silver and Filled Cases.*

And with the Newest Designs in AMERICAN JEWELRY
makes a stock that will suit all buyers.

T. H. LEE & SON, - - - WELLINGTON ST. EAST, TORONTO.



P. W. ELLIS & CO.

31 Wellington St. E. - - TORONTO - - 40 Front St. E.



CALIPH ALARM.



SUNRISE ALARM.

TRANSIT TIME.

WATERBURY NICKEL CLOCKS

ARE THE BEST VALUE OFFERED.

WRITE FOR PRICES.



DOT ALARM.

SPOT TIME.



THE NEW WASP TIME.

THE LATEST, BEST AND SMALLEST NICKEL CLOCK MADE.

WE OFFER METEOR ALARMS AT SPECIAL PRICES.

SEE OUR ADVERTISEMENT, PAGE 42.



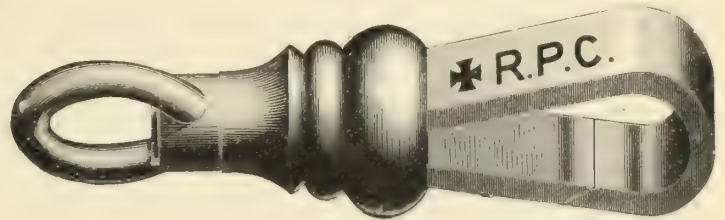
Incorporated by Letters Patent under the Great Seal of the Dominion of Canada.

OFFICE AND WAREROOM,

48 Yonge Street, Toronto.

APRIL, 1890.

the better class of trade. In view of all these facts, we have steadily endeavored to provide for our customers the most desirable goods the market affords and give them an article combining all the excellencies at a moderate price. To harmonize price and quality, without sacrificing the latter, is often a very difficult task, but in the Maltese Cross Chain we present for the inspection of the trade, we claim to have scored an unqualified success. We carry an assortment of one hundred

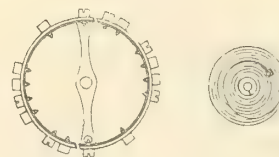


The production of Roll Plate Chain probably employs more labor and capital than any other branch of the plated goods trade. The value of the annual output is relatively enormous and steadily increasing as the keen competition causes the various manufacturers to produce greater variety of design, and attain a higher degree of excellence in quality of material and beauty of finish. Many of the goods now produced are so perfect that they excel in appearance the solid gold and have displaced them to a very great extent, even with designs, including all the staples and a number of very choice engraved goods. We will take pleasure in forwarding samples to those of the trade who have not yet inspected them. Place no order for chains until you have seen our line, will be a good motto for you to observe. In fancy lines of Chain we have a great range of novelties in Beads, Necks, Victorias, Pearl Links, &c. Many new and nobby things in Bracelets, Charms and a thousand items for which our American jewelry department is noted.

The Goldsmiths' Stock Company of Canada, Limited, Toronto.



PAILLARD'S NON-MAGNETIC WATCHES.



PAILLARD'S PATENT NON-MAGNETIC
COMPENSATION BALANCE AND HAIR SPRING.

These are the only watches made containing Paillard's Patent Non-Magnetic Compensation Balance and Hair Spring, and have received the unqualified endorsements of the leading Electricians, Horologists and Scientists of the world, and can be relied upon for accuracy of performance and durability. Paillard's Non-Magnetic Hair Springs have been in constant use for fifteen years and have proven themselves beyond doubt, capable of permanent elasticity, equal to the finest tempered steel springs, and aside from their non-magnetic properties are exempt from the effects of MOISTURE, which is as great an advantage in some localities as exemption from magnetism.

A FULL ASSORTMENT ALWAYS IN STOCK.



ANSONIA CLOCKS.

The superior quality of these goods has caused many imitations to be placed in the market. So that the dealer can show his customers a quick way of distinguishing the genuine article, we draw attention to the Trade Mark.



This is plainly stamped on every movement, and on most of the dials, and is a sure guarantee of reliability.

Nickels in great variety are being pushed on the Trade this season, and one of the sophistical arguments used by the energetic salesmen of our competitors is "these are as good as the Ansonia Pirate Alarm and a shade cheaper." Don't you believe it, insist on having the Pirate, and take no other. For further information write

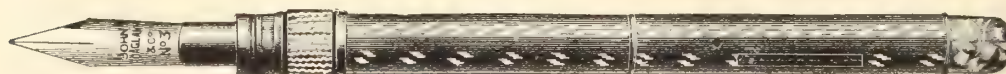


GOLD PENS. FINE R. P. PENCILS AND HOLDERS.



No. 684.

Pearl, Ivory and Ebony.



No. 513.

Magic and Propelling Pencils.



No. 407.

A COMPLETE ASSORTMENT OF EVERYTHING IN THE LINE.

Silver and Gold Thimbles.



182

105

137

104

127

108

158

WE HAVE THESE IN ALL SIZES AND AT CLOSE PRICES.

Gold Sleeve Buttons with Lever Backs.



100

101

102

103

104

105

These are very saleable goods, not expensive, perfectly finished and suitable for dealers anywhere.



The Goldsmiths' Stock Company of Canada, Limited.



THE BIG SIX.

1 DAY.

∴

lochette,
Liris,
Nereid,
oreas,
Boniton,
Bobolink.



8 DAY.

∴

Grayling,
Rambler,
Shamrock,
Tomahawk,
Nereid,
Irex.

E. & A. GUNTHER

6 JORDAN STREET,

=

TORONTO.



= H. ELLIS =

WATCHES,

CLOCKS,



TOOLS,



MATERIALS,

SPECTACLES,
WATCH GLASSES,

14 WELLINGTON ST. WEST,
TORONTO.

&c.

ALL GRADES OF
COLUMBUS MOVEMENTS
IN STOCK.

MAIL ORDERS PROMPTLY FILLED.





TORONTO, ONT., APRIL, 1890.

The recognized organ of the jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
67 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

CHEAPER WATCHES.

DURING the past month the manufacturers of American Watch movements have made a special reduction of five per cent. on all their seven and eleven jeweled movements exported direct to the Dominion of Canada.

As the duty on watch movements coming into Canada is only ten per cent. *ad valorem* it follows that American movements will now be sold in this country within five per cent. of their price in the United States.

During the month a considerable reduction has also been made by the American Watch Case Company, of Toronto, in the price of silver cases, which are now lower in price in many lines in Canada than they are in the United States. That such a thing has been effected under the National Policy, and in the face of a protection of 25 per cent., is proof positive of the untruth of the assertion constantly indulged in by free traders, that under a protective tariff the price of any article is its foreign price plus the duty levied upon it.

Thanks to these reductions, our retail jewelers are now in a position to compete against United States competition on equal terms, for their customers can now buy from them just as cheaply in Canada as they possibly can in the United States. These reductions also afford an increased measure of protection to the honest dealer, because it does away with all the incentive to smuggle such goods across the border that his dishonest competitor formerly had, as there is no longer any money in it.

The imports of watches for the past year show a large advance in those of American manufacture, and a corresponding shrinkage in Swiss goods. This difference will no doubt be accentuated during the present year, for while American

watches are gradually growing cheaper, Swiss watches are advancing in price. While it is interesting to watch the commercial contest between the watch manufacturers of these two countries in this neutral market, it is patent to the disinterested observer that the battle is going gradually but surely in favor of the American manufacturer, who bids fair in the near future to have almost undisputed possession of the Canadian watch trade, unless their European competitors improve their system of manufacture, and conform their products to the recognized needs of the people of this continent.

WHAT SHALL WE DO WITH THE BOTCH?

AS will be seen from our columns in this and the March issue, the query "what shall we do with the botch?" has provoked more than a passing thought in the minds of Canadian jewelers. It will be noticed that the trade have answered this query from a variety of standpoints, and some of the solutions are well worthy of careful consideration.

The propositions so far advanced are practically three in number and are in the main as follows: (1) A Horological School founded by and run under the direct control of the government; (2) an Association composed of expert watchmakers who can pass a rigid examination; and (3) a Horological School founded and carried on by private enterprise, but which, if successful, might ultimately be entitled to receive government aid.

In discussing this question, we may just as well admit at the start, that not only are there "botch watchmakers" in the trade, but that they are here to stay, and that nothing short of the drastic remedy proposed by an "English Watchmaker" could induce him to forego the pleasure he takes in butchering the watches of his unsuspecting victims. We think it will be admitted, therefore, that so far as the present generation of "botch watchmakers" is concerned they must be quietly permitted to continue their course until public opinion has become so enlightened regarding them that they cannot obtain employment, a period which will probably be about co-incident with the millenium.

So far as we can see any and all hope of reform must be looked for through the rising generation of craftsmen, and if some system could in the near future be adopted whereby those now learning the trade could be thoroughly grounded in theoretical as well as practical horology, in our opinion a new and improved era will have dawned upon the watchmaking trade of Canada, and the watch butcher would soon become a thing of the past. The organization proposed by our esteemed correspondent, "C. E. B.," in our last issue is, in our opinion, more in the shape of an association for the protection of the competent workman against the "botch," than a means of reforming that wayward brother, and as such it merits our hearty sympathy, and will have our best co-operation. It does not seem to us that there can or should be anything antagonistic between a horological school, whether managed by public or private enterprise, and such an association, but rather that the one should be the complement of and assist the other.

To our mind nothing will answer the purpose which we



SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.



Every Piece is Stamped Thus.

TRADE MARK FOR



HOLLOW WARE.

All our Flat-Ware bears this TradeMark

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN
EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

have indicated, so well as a Horological School, and in our opinion the time for such an institution in Canada is now fully ripe.

Whether such an institution be under government or private control, it is an absolutely essential requisite that its education shall be at once thorough and practical. A mere school for teaching the theory of horology, however important it may be to those watchmakers whose ambition is to know every why and wherefore of their profession, will not fill the bill by any means.

This is a practical age, and we are a practical people, so that the benefit of any such institution must be judged by its practical results.

If the graduates of such an institution can take hold of the most complicated and difficult work and do it in a thoroughly first-class manner, the diplomas of the school will soon become the most valuable recommendation that any journeyman watchmaker can possess, either with the trade or the public.

If on the other hand, however, such graduates are not able to put in practice in a first-class manner the theories which they have been taught, the school will never attain any repute amongst the trade, and its diplomas will possess no commercial value.

Having expressed ourselves as in favor of a first-class Horological School, it now remains to consider whether such an institution shall be run by the government or by private enterprise.

So far as the government is concerned, we do not think for a moment that they would undertake any such responsibility, and that any labor spent in this direction would be wasted. As we look at it, the jewelry trade has no more right to expect the government to educate their apprentices, than carpenters, bricklayers, or iron moulders would have. The government has quite enough to do to manage the things which concern the whole public, let alone those which concern only a small part of it, and we think that is the way they would regard any attempt which might be made to induce them to assume the responsibility of a Horological School.

There remains nothing for it therefore beyond private enterprise, or the combined efforts of the trade, if such an institution is to become an accomplished fact. If the retail jewelry trade of Canada had or could get an organization which would be numerous enough to be considered a representative body, we should say that such a work should become one of its principal objects, for in no other way that we know of could so much good be accomplished with so small an expenditure of money. What say our leading retailers?

If this is not practicable, then nothing remains but private enterprise, and we have no doubt that if there is the real want in this line as has been represented, the right man will be forthcoming to step into the breach. In our opinion this country not only could but should support such an institution. In the United States there are at least half a dozen Horological Schools, and all of them founded and run by private enterprise. We are not prepared to say that they are just what they ought to be, but whatever be their standing, the fact that they are patronized by enough young watchmakers to make them self-supporting is ample evidence that they "fill a long felt want."

If such an institution were once fairly started and could

show that good was being effected, it might then be possible to get some aid from the government, but this we think could only be done on a petition of the trade when it was able to show that there was no peradventure about the scheme.

In conclusion, we think that the time is about ripe for a Horological School in Canada; that if such a thing is started it must be first-class in every respect, and aim high in both theory and practice; and last but not least, that it must be started either by private enterprise or by some representative body of the trade.

Brethren of the craft you are all equally interested in this matter, and it depends entirely upon yourselves whether it will get any further than talk. Let us have something practical now! Who will start the ball rolling?

DEPRESSED U. S. AGRICULTURISTS.

THE free traders of Canada have been for years persistently preaching the doctrine that our farmers were so badly handicapped by the National Protective Policy of the present Government, that nothing would afford them the relief they needed excepting a free entrance to the market of sixty millions of people living in the United States.

To hear these political Jeremiahs talk, one would think that the United States was not an agricultural country, and that its people must have free access to the unrivalled products of our Canadian farms, or perish miserably of starvation. In vain it has been pointed out to these gentlemen that the farmers of the United States could not only supply the wants of their own people, but that they *exported* annually about five hundred millions of dollars' worth of the very produce that their own people are said to be suffering for want of.

Instead of being the farmer's *Eldorado*, it now appears as if the agriculturists of that country are in a very much worse position than that of our own Canadian farmers. In spite of their much talked of market of sixty millions of people, the agricultural depression is so wide-spread as to have attracted the attention of politicians, and it is only a few days ago since the following resolution was introduced into the American Senate by Senator Voorhees:

"Whereas, the deep and wide-spread depression and decay of the agricultural interests of the American people, the enormous and appalling amount of mortgage indebtedness on agricultural lands; *the total failure of home markets to furnish remunerative prices for farm productions*, and the palpable scarcity and insufficient money in circulation in the hands of the people with which to transact the business of the country, and effect exchanges of property and labor at fair rates, are circumstances of the most overwhelming importance to the safety and well being of the Government: therefore be it resolved, that it is the highest duty of Congress in the present crisis to lay aside all discussion and consideration of party issues, and to give promised and immediate attention to the preparation and adoption of such measures as are required for the relief of the farmers and other over-taxed and underpaid laborers of the United States."

If the facts as set forth in this resolution are true, they certainly form a strong indictment against the advocates of



STICK TO YOUR GUNS!

FRIENDSHIP.

PUSH.

*WE have taken the opportunity during this month to run over the Western Territory and see our customers and the trade generally, as we believed that it would well repay our trouble, if only to see the different Jewelers and their way of conducting their business, and we take this opportunity of **Thanking them one and all for the uniform courtesy and kindness that we met with.** At the same time it was with considerable regret that we noticed an almost **universal wail**, and the often expressed wish to throw the whole business up, hence our note of warning as above, **Stick to your business, don't despair.** Rest assured that if business is bad with you, it is a great deal worse with the dry goods and other businesses, and they have not any repairs to fall back upon as you have. As one of our travellers once remarked, "If there are ten men ahead of me, there are twenty behind." So it is with you. Business **must** be better very shortly, **so never give up.** Do your best. Love your neighbor (that is your jobber), pay your notes as soon as you can; if you cannot at maturity, keep a clear head, a good heart (that is half the battle), and you will very soon see that we are no **False Prophets**, and that this stagnation will soon pass away, and then the Jewelers will have their innings, and "that million a year" will come to more than Thayer & Co. We have had our say, and hope it will tend to **brace some weary brother up; if only one, we will be well satisfied.** No use in our saying a word about our goods. You all know that we carry **the finest line in the trade of Jewelry, Watch Cases, and Movements, and that Our goods are all new and fresh.***

THAYER & CO.,

3 WELLINGTON EAST, - TORONTO.

SQUARE DEALING.

GOOD VALUES.

free trade, who in order to obtain power, are apparently willing to sacrifice Canadian manufacturers and with them the home market of our farmers.

No sensible man can be blind to the fact that the farmers of our old settled provinces are hard up, and that their farms are shrinking in value. While all this is true, it is equally patent that such things are not confined exclusively to the Canadian side of the line, but are fully as wide-spread in the United States as in our own country, if not more so.

In both the United States and Canada, which are protected countries, as well as in free trade England, the same depression may be found in agricultural pursuits, and the same shrinkage in the value of farm lands. This to our mind is proof that the depression and shrinkage are not caused by tariffs and systems of government. The real reason seems to be that a larger area is being brought under cultivation every year, and as a consequence of the supply exceeding the demand, prices have fallen so much that it does not now pay to raise wheat and other grain on high-priced lands as it formerly did.

It must be clear to anyone that wheat cannot be raised on the high-priced farms of the old settled provinces and states, which are worth from \$50 to \$100 per acre, in competition with that grown on the cheap prairie lands of the west, worth from \$2 to \$4 per acre, and herein lies the true secret of the depreciation now going on in the farming lands of Canada, the United States and Great Britain.

When our free trade politicians get honest enough to give the real reason for the depreciation of the lands in our older provinces, and to expose the true inwardness of the fallacy of the market of sixty millions to the south of us, whose farmers are now clamoring for protection against our Canadian farmers, our people will then see that the true policy of Canada is not to become an agricultural feeder to the United States or any other country, but to foster and encourage her own manufacturers, and so to build up a home market for our farmers which is without doubt the best market that any people can have.

CORRESPONDENCE.

WITH PLEASURE.



Editor TRADER—Sir:

HAVING just opened up a first class jewelry Store here, I would be very pleased to receive a copy of your valuable paper.

Yours very truly,

Portage la Prairie, March 14, 1890.

W. A. CRISP.

YOU SHALL HAVE IT.



Editor TRADER—Dear Sir:

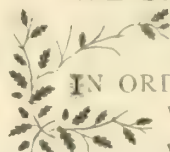
WILL you kindly send us the TRADER? The writer feels as though he has retired from active business since he has not been getting your paper lately, and in consequence has not been able to know what has been going on in the jewelry world.

Yours truly,

DAVIDSON BROS.

Victoria, B. C., Mar. 14, 1890

WE SHALL BE HAPPY TO OBLIGE.



Editor TRADER—Sir:

IN ORDER to get into a more business place than Williamstown, I have moved to East Stanbridge, where I am in hopes of getting better luck. Will you kindly send me your very valuable book, THE TRADER, to my new address instead of to Williamstown. As a new beginner, I will feel lost without it.

Yours truly,

East Stanbridge, March 9th, 1890.

EDW. EAVES

FAVORS A JEWELERS' ASSOCIATION.



Editor TRADER—Sir:

IHAVE much pleasure in expressing my opinion regarding the "Botch" question. I would suggest that a Jewelers' Association be formed, and that each member pass an examination and receive a certificate stating that the person whose name is thereon, having passed a careful examination, is a competent "Watch Repairer." Anyone without this certificate could not claim to be an efficient watch repairer. I will render all possible assistance in the furtherance of an Association.

Yours very truly,

R. SMITH.

Dundas, March 19, 1890.

AN ENGLISH WATCHMAKER'S OPINION.



Editor TRADER—Sir:

IN REPLY to Mr. Moffatt's query, "What shall we do with the botch?" I think the best thing that the trade could do, would be to get Sir John A. Macdonald to pass an Act of Parliament to compel everyone now in the watch repairing business to pass an examination before a board of horological experts, who would issue diplomas to them, and in future allow no one to practice watch repairing unless he held such a diploma. All watchmakers should be licensed to practice just the same as a dentist or doctor, and horological schools should be founded by the Government in every province, at which those desiring to learn the trade would have to qualify. This is the only way that I can see of getting rid of the "Botch," and once he were out of the way, good workmen like myself would have no difficulty in getting good prices and all the work they could do. If this can't be done, let some competent person start a good horological school, and make its course and examinations so thorough that a diploma from it will be worth money to the holder. If you see fit to publish these few lines, I will take it as a favor.

Yours truly,

ENGLISH WATCHMAKER.

Toronto, March 15th, 1890.

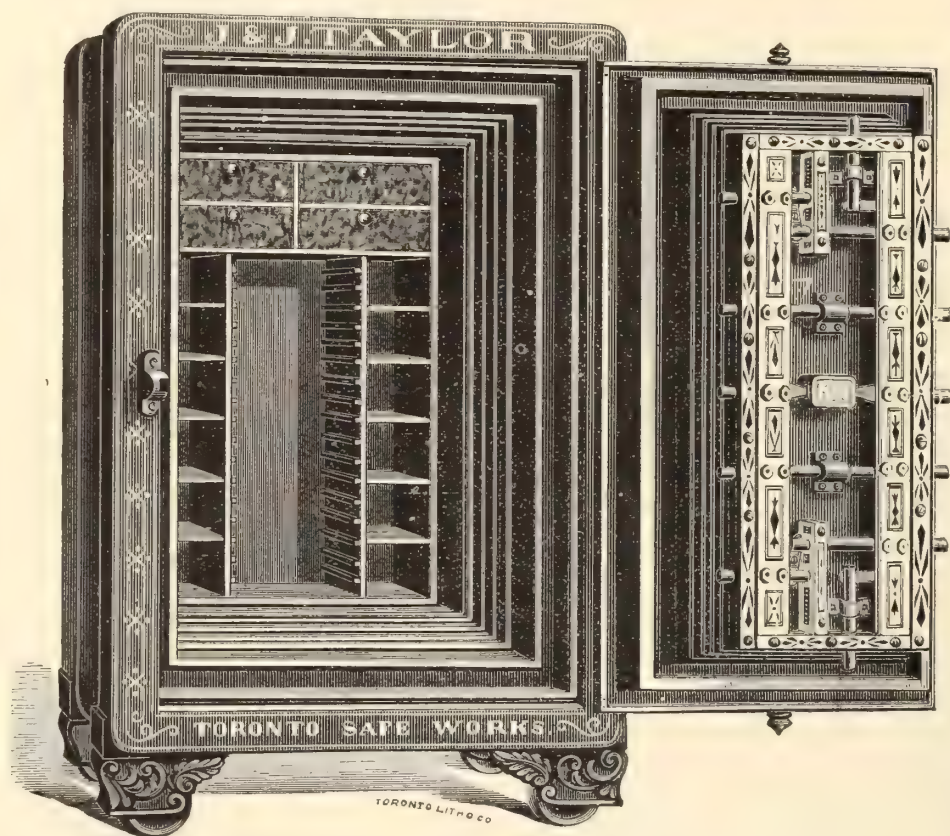


SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S

NEW STYLE

JEWELERS' SAFE,



DOUBLE TONGUE AND GROOVE
FIRE-PROOF DOORS.

WITH

J. & J. TAYLOR, TORONTO SAFE WORKS.

IN ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

THE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and **PATENTED BY US JANUARY 14TH, 1886.** This door is fitted with a **TONGUE** made of wrought iron, corresponding with and locking into a **GROOVE**, made of same material, on the door frame. To both of these is connected a **SECOND TONGUE** and **GROOVE** made of thin galvanized steel, which is filled with non-conducting material thus making

TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

J. & J. TAYLOR,
TORONTO SAFE WORKS,
117 and 119 Front St. East, Toronto.

THE FAR WEST HEARD FROM.

Editor TRADER—Sir:

SINCE the question has been taken up with such interest, *i.e.*, "What shall we do with the Botch?" I thought you might like to hear from the far West. C. E. B., writing in your last number, seems to have hit the nail on the head. His remarks on the forming of a horological school carry a good deal of weight.

There could, as far as I can see, be nothing in the way of forming an Association such as he speaks of. Other trades have their society, and why should not we? There certainly would be a vast amount of good done by such an Association—by elevating the standard of our workmen. Though I think there will at all times be poor workmen in the trade, yet the vast army of botches would be greatly reduced in number. Who will be the first to get a certificate from the new Association?

W. J. B.

Regina, March 12, 1890.

A RETAILER KICKS.

Editor TRADER—Sir:

I NOTICED in the *Toronto World* in January, that at the next annual meeting of the Canadian Association of Jobbers in American Watches, that the intention of the Association was to cut down the number of the Association, which struck me as a very wise course, and I think decidedly to the benefit of the retail trade. The small jobber, in my estimation, is the ruination of the retail trade. He does a small business, and to come up to the standard to entitle him to membership in the Association, he does not give any consideration to the retail trade, but sells indiscriminately to anybody that likes to catch on to the idea of peddling watches. It does not matter to them so long as they sell the watches. Now, Mr. Editor, I think that it is very unjust to the watchmaker that spends six or seven years in learning the trade, and then on going into business, to find himself handicapped by these small jobbers selling watches to any Tom, Dick or Harry that likes to apply to them for a supply. They keep no store, but slaughter the goods right and left under your very nose, oftentimes for little or no profit at all. I ask you, Mr. Editor, is that kind of business just to the legitimate trade. Certainly so long as the retail jewelers sit quietly, the abuse will continue to go on; the legitimate watchmaker will have to rise in insurrection against such abuse, and the sooner the better for the retail trade, as it seems to me there is no rule as to who the jobber shall sell to, there being no difficulty for anybody to get goods from some of them. The trade is being gradually thrown to the dogs, and the sooner the retail trade wake up to the facts the better for us. We have the remedy right in our hands. Buy our watches from those jobbers only that will protect our interests, and by so doing, we should soon weed out the ones that have no consideration for us.

Collingwood, February 20th, 1890.

RETAILER.

A REVIEW OF "THE TRADER."

Editor TRADER—Sir:

SINCE writing to you last month, I have prepared a statement of contents of all the volumes of the TRADER in my possession, which I enclose. The oldest copy I had was No. 10, Vol. III., and I have taken my figures from No. 10 in all but three volumes, in which I had not No. 10, so I substituted Nos. 9, 11 and 7. In giving number of columns, I have given in most cases the exact number, but in some cases there may be a quarter of a column or so added or subtracted from the exact figures.

	Vol. III.	Vol. IV.	Vol. V.	Vol. VI.	Vol. VII.	Vol. VIII.	Vol. IX.	Vol. X.	Vol. XI.
No. of Pages, including cover	16	20	20	20	30	44	52	60	64
No. of Columns of Editorials	5	8½	5	6	2	4½	5½	3	2
No. of Columns of "Selected Matter,"	10	10	6	9	2	3	12½	22	18½
No. of Columns of "Business Notes"	3	3	2½	4	4	5½	5½	8	6
No. of Columns of "Workshop Notes"	3	1	1	1	1	½	½	½	½
No. of Columns of "Science Notes"	2	1	0	0	0	0	0	0	0
No. of Columns of "Other Notes"	0	0	1	0	1	½	½	½	½
No. of Columns of "Wise and Otherwise"	0	0	0	0	½	½	½	½	½
No. of Columns of Correspondence	0	0	1	0	6	3	2	3	7
No. of Columns of Technical Articles	0	0	0	0	4	6	5½	6½	4½
No. of Full Page Advertisements	6	10	12	11	20	24	28	31	40
No. of Pages of Other Advertisements	2½	2½	2½	2½	5½	7½	6	4½	3
No. of Advertisers	16	19	19	21	40	47	48	39	36
No. of Advertisers in "Help Column"	0	0	0	0	4	9	9	10	13

You will notice that in Vols. X. and XI. there is a decrease in number of advertisers. This may be partly accounted for by one advertiser advertising different lines of goods; as for instance, the Goldsmiths' Co. advertising Non-Magnetic Watch Co., Ansonia Clock Co., &c. I have not attempted to write a comparison of the different volumes, in style, appearance, quality, of paper, &c., but leave that to someone who is better able than I to express in words the wonderful improvement you have made in its appearance.

As you ask for suggestions, I would suggest that you adopt a cypher (sending the key to legitimate dealers only), whereby



MERIDEN BRITANNIA CO'Y

FINEST QUALITY

ARTISTIC, GOLD & SILVER PLATE.



TRADE



MARK

For Hollow Ware

TRADE MARK

1847 ROGERS BROS., AT

OR

1847, ROGERS BROS., XII.

For Genuine Rogers Goods.

NO. 65. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories: Meriden, Conn., U. S., and Hamilton, Ont., Canada.

your advertisers could advertise cost of goods without being detrimental to the retail trade.

In this way, subscribers to your journal, who are not legitimate dealers, would be left in the dark concerning prices, and dealers could very often use the cuts in the *TRADER* as a means of selling goods. The jobbers of Canada have very considerably refrained from advertising the cost price of articles, and I think the trade should appreciate the efforts of the jobbers in general to keep price lists, catalogues, &c., only in the hands of the retail trade. Should the cypher be adopted, they could then tell us of their new lines of goods, &c., and at the same time tell us the price, which would save considerable correspondence to both jobber and retailer.

Thanking you for your space, I remain,
Yours, &c.,

R. B. TAYLOR.

Grand Valley, March 10, 1890.

NOTE.—Mr. Taylor's suggestion to adopt a cypher for advertising the price of goods, of which legitimate jewelers only would have the key, is a good one, and will be put in operation by us as soon as possible.—Ed. *TRADER*.

ENDORSES AN ASSOCIATION.

Editor *TRADER*—Sir:

I HAVE read with much interest the letters in your March issue from "One who has been through the Mill," H. K. S. Hemming, and C. E. B., particularly the latter.

With regard to the suggestion of instituting a Horological School, I am doubtful if it would receive the amount of patronage that would make it self sustaining, and I think it would need to be well bolstered

up by the Government, or receive support from some other source to render it a permanent institution in Canada. I may be wrong in this opinion. If we had such an institution it could do no harm, and I, for one, would be glad to see it inaugurated. But this suggestion is offered in answer to the question, "What shall we do with the Botch?" I presume that the idea is to send the botch to the Horological School, and thus make him a good workman. This, I think, is scarcely practicable, as he is generally so "cluck" full of conceit that you could not get him into a school with a *block and tackle*. I am more in favor of forming an association, as "C. E. B." suggests. I think that this would be of more immediate use to those of the trade who are good workmen themselves, or who are in the habit of employing good workmen, than any other plan. I do not think though that this would freeze out the "botch." P. T. Barnum said, "The people love to be humbugged," and the public is made up partly of a class who when a man has the temerity to start "*Watch Making*" on his own hook without any knowledge of the trade except what he has acquired while looking through some jeweler's window at the workman while at work, think this man a wonderful fellow and they will go home and fish out the old bull's-eye

from the bottom of the old trunk in the garret, and conclude they will *have her fixed*, and as a rule *they do* when they take it to *him*.

For this reason I think the "botch" has come to stay, at least for a time: but I think that such an association as "C. E. B." suggests could be made very useful to those deserving of public patronage. I deem it unnecessary to take up any more space in your valuable columns offering suggestions as a basis on which such an association might be worked. This might be left for consideration after an association was formed. Thanking you, Mr. Editor, for space,

I am, yours,

Stayner, March 7th, 1890.

W. W.

AN HISTORIC JEWELRY STORE.

Editor *TRADER*—Sir:



THE workmen engaged in the demolition of Mr. Cyrille Duquet's old store in Quebec found embedded in the massive stone walls three cannon balls (thirty pounders), relics of General Wolfe's siege in 1759. We, in Ontario, have no commercial buildings of any degree of antiquity, but in Quebec there are numbers of them over one hundred years old.

The store above referred to was one of the old landmarks of the city, and erected over one hundred and fifty years ago in the most substantial manner. Were it not that the widening of John Street necessitated removal, it would be in good condition for an indefinite period. Mr. Duquet carried on the jewelry business in it for over thirty years. He was preceded by Mr. Lamontague, a French gentleman of the old school, who conducted the same trade on a scale of magnificence, during Quebec's palmy days, that has no parallel in the present age. Mr. Duquet will build on this historic site a jewelry establishment equal, and superior in some respects, to anything of the kind in Canada. I will take pleasure in giving details when the work is further advanced. It might be well here to correct an impression that is too prevalent in Ontario regarding French Canadian merchants. They are described as behind the times, slow to grasp new ideas and so forth. In general, the critics who are most forward in expressing these views are men who have never come in contact with the people they are decrying. From personal observation and business experience, I can safely say that, comparing class with class in our line, the French tradesman and merchant in no manner suffers, and in some points can teach a lesson to his English confreres, noticeably in the art of selling goods. I have seen with what grace and tact he will handle the most difficult customer, and his inborn courtesy displays itself with marked effect at every turn, and silently contrasted, his flow of language and eloquently appropriate gestures, with the brusque manner of my western friends. I have, however, deviated from my original intention of merely relating an incident that occurred to me, might be of some interest to a few of the *TRADER*'s readers, and now conclude.

Yours truly,

W. J. J.



GEO. CHILLAS

= IMPORTER OF =

WATCHES AND DIAMONDS



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A Complete Line of Waltham Movements, Crescent Gold Filled Cases,
Gold Cases in all sizes, with Special Designs of Engravings,
Silver Cases, Waltham and Canadian.



SPECIAL ATTENTION

Is called to my Large Stock of Chronographs, Split Seconds,
Repeaters, in Silver, Filled and Gold.



If you want Presentation Watches send for Selection Package to

GEORGE CHILLAS,

MANING ARCADE, - - TORONTO.



BOLT & CO. of FINE

MANUFACTURERS

ROLLED PLATE CHAINS

WHITE'S LANE
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Montreal

BOLT & CO.
MANUFACTURERS

P. O. Box 189,

Montreal, Apl. 1, 1890

Dear Sir

In previous advertisements we have stated verbal opinions expressed to us by our customers; this time we are happy to refer you to a number of UNSOLICITED TESTIMONIALS sent us by the Retail Trade from all directions between Victoria and Halifax.

We are proud of these most encouraging marks of approval.

Yours Truly,

Bolt & Co.

See back of Sheet.

B

We claim for our **B** chains

PERFECTION,

and will fully guarantee the Quality of every chain made by us

WE HAVE REGISTERED AT OTTAWA THE
BETTER **B** FOR ROLLED PLATE CHAINS
OF ALL GRADES MADE BY US, AS WELL AS THE TAGS

ENQUIRIES FOR SAMPLES AND
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ENCL
10K Plate

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BOLT & CO.

Manufacturers of

Montreal

FINE ROLLED PLATE CHAINS

The following Testimonials, a small number selected for want of space from the many received from all directions, speak for themselves, and we will merely add that we shall always be glad to receive opinions of the Trade, which we hope will only be favorable ones.

No. 3. "The beautiful finish and low price are a temptation that I could not stand, although I have a full stock."

No. 7. "We have examined them and find them very fine quality."

No. 12. "I will certainly remember your goods when buying, as they impress me favorably both as regards price and finish."

No. 19. "I have compared quality and prices and and consider them A No. 1, and will try them from the jobbers when requiring any."

No. 21. "I have some of your chains in stock; am very much pleased with them and consider they are best value in Canadian market. Will give your make preference in future."

No. 23. "I think prices compare very favorable with American chains."

No. 24. "They are certainly remarkably reasonable in price and of excellent quality for the money."

No. 28. "I think they are amongst the *finest finished* R. P. Chains that I have met with. I shall certainly *patronize home industry*, when they give *equal value* for *my money*."

No. 30. "We handle your chains now and like them well."

No. 34. "Your chains seem to me of good patterns as well as superior workmanship."

No. 37. "I consider them an excellent Chain, especially the 14k. Plate, and much better value than any American Chain sold in the Canadian market. Wishing you the success you merit."

The above opinions being **UNSOLICITED** ones, we omit giving names of the writers, but have kept them on file at our office where they will be open for inspection.

ORDERS EXECUTED THROUGH JOBBERS ONLY.

Montreal, April 1st, 1890.

BOLT & CO.

BELIEVES IN A HOROLOGICAL SCHOOL.

Editor TRADER—Sir:

THE question, "what shall we do with the incompetent workman?" has at last arrived at a stage when it seems that something will be done for him. It is plain that the only thing to do is to educate him; knowledge is the power that will overcome him. Incompetents are such mostly by force of circumstances. "One who has been through the mill," last month accurately described how they are produced.

Legislation to compel watchmakers to pass examinations is not only next to an impossibility, but it is also impracticable; so is a watchmakers' association. The standard of workmanship would of necessity be very low—it would also be characterized by wire pulling and bribery. The Dominion Government, however, could do a little to help the cause by reducing the duty on watchmakers' tools.

A well equipped horological school offers, without doubt, the proper solution of the difficulty. In such a school, theory and practice should go hand in hand. Teach the pupil how to design and build a watch from one end to the other. After he has made a watch of good finish, let him do trade work, which would be a small source of income to the school. The value of a school rests largely on the standard of workmanship upon which a diploma is issued; that standard would require to be strictly maintained.

Let us look at a few of the advantages offered by such an institution: It would be cheaper, as more could be learned in a quarter the time it generally takes to serve an apprenticeship; pupils would immediately become acquainted with all the latest tools and appliances; when armed with a diploma, the pupil would have such a great advantage over others that little difficulty would be experienced in getting a situation, and at a better salary; the public would not be slow to find that where such diplomas were hung, good work was done. In this employers are largely interested; it would increase both their repairs and sales.

The employers and all good workmen, therefore, should such a school be established, would benefit largely by giving it their loyal support, as the standard of the trade would be materially benefited.

The horological schools in France and other countries were started by private enterprise, and afterwards heavily subsidized by their respective governments. This was done to foster and expand the watch manufacturing industry, and as a means of meeting the growing competition.

In Canada we have no such industry, therefore the Government would not consider it of special importance to subsidize a horological school; besides all other trades have just as much right as the watchmakers to have a subsidized school. The watchmakers must just show what they can do, and then, if the Government can afterwards be induced to assist, so much the better. I do not think private enterprise is entirely wanting to establish one in Canada, the great question is, how many will attend such a school? Besides employing instructors, it would require the investment of several thousand dollars in

tools, and no one would wish to make such an outlay unless reasonably certain that, in time at least, they would get some return for the same. There are many, no doubt, who really wish to improve, and would attend such a school, providing it was properly managed, and fees reasonable; let everyone interested, therefore, put himself upon record, and an idea could soon be formed whether such a scheme would be likely to succeed. It must be impressed upon those who wish to improve, that with them, in a large measure, rests the final solution of the problem. The great trouble is, when a young man has put in his time, he is not likely to see anyone who can do a better job than himself, and naturally thinks he is as good as the next one, but if he cannot repair watches without "guessing at" what is the matter, using soft solder, bluing staffs and balances, or in short does not understand the wherefores and whyfores of a watch, he would find a wonderful improvement after attending a horological school.

I have often heard that Canadians, as watchmakers, are at a discount in their own country. European workmen are supposed to be more thoroughly conversant with their trade. This idea has sprung up, not because Canadians lack intelligence and perseverance, but because their training as watchmakers has been so sadly neglected. Sir, it is the privilege, let alone the duty, of every one in the trade, and all who are loyal to this country, to help change this state of affairs by the means indicated, and turn it to the advantage of our young men that they were taught their trade in "Canada, Our Country."

Yours truly,

Toronto, March 13th, 1890.

HENRY PLAYTNER.

A TECHNICAL SCHOOL FOR WATCH-MAKERS.

Editor TRADER—SIR:

IT seems to me that the question "What shall we do with the Botch?" should give place to the question, "What can we do to assist the incompetent and unfinished Watchmaker?" There are three grades of botches, viz.: the botch who knows how to do a good job, but won't; the botch who doesn't know how, but thinks he does, and the botch who neither knows how nor wants

to. Individually and collectively he is irreclaimable, and under a new order of things will, horologically speaking, soon die a natural death. The idea I wish to emphasize is this: That a great number of the watches that are mutilated and damaged while undergoing *repairs*, are damaged not by the botch, but by inexperienced and incompetent workmen, who know they are doing poor work, are ashamed of it, and would be only too glad to do better if they could, but owing to different circumstances are, for the time being at least, unable to do so. These are the men, young and old, who are deserving of consideration, and who, if I am not greatly mistaken, will be eager and willing to take advantage of every opportunity that may offer to improve themselves in their profession. What we want is a first class technical school for watchmakers, where the students can obtain the greatest amount of instruction, experi-



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THE
- NEW GOODS -
OF THE
ACME SILVER COMPANY.

ence and practice in the shortest space of time, and if a school were started and properly conducted, a student of average ability would learn more in six months in such a school than he would in six years under the old system, owing to the different method of instruction, and the interchange of ideas and methods among the students themselves, which is no small factor in the advancement of any class of students brought together from different places.

AN OUTLINE OF A PRACTICAL TECHNICAL SCHOOL AND WHAT IT WOULD ACCOMPLISH.

To begin with, a large workshop with plenty of good light and modern conveniences in the way of ventilation, heat, water and light steam power; two of the largest size Moseley and Whitcomb lathes, fitted with universal plate chucks and plain slide rests to be used for plate work, a wheel cutting machine, a pinion cutting machine and polisher, attachments for grinding and polishing flat steel and brass work, apparatus for gilding watch parts, several ordinary No. 1 x 2 Moseley and Whitcomb turning lathes for turning and fitting the different parts of a watch, such as staffs, pinions, wheels, jewels, screws, etc., etc.; a grind stone and miscellaneous small tools, such as compasses, dividers, sectors, depthing tools, measuring instruments, screw plates, gravers, drills, etc., etc.; plenty of brass plates, brass and steel disks and wire, and necessary materials not practicable or convenient to make, also necessary models, enlarged, of the train and escapement of a watch, to facilitate the study of the action of the different parts of a watch.

System of Instruction.—When a student begins he should be set to work first to make himself some standard sizes of drills, taps, cutters, etc., to be used later on. He would thus get his hand in to a certain extent on filing, turning and tempering, and also get used to the surroundings. Then give him two brass plates and some brass and steel wire, and set him to work at the large lathe to face off and smooth the plates, turn them to the proper diameter and thickness, drill the holes for and make and fit the pillars, tap them, and make, temper and polish the screws that hold the plates together. He now has the frame of the watch ready, and can proceed at the construction and finishing of the different wheels and pinions, etc., that go to make a complete watch.

Advantages of this mode of Instruction, and further details—As I said before the desire undoubtedly is to obtain the greatest amount of instruction and practical experience in the shortest space of time, and while some are presumably in a position to spend one, two or three years to learn the business thoroughly, others who have had more or less experience are not in a position from different causes to spend more than say six months, and therefore have to make the most of their time, and there is no doubt but that *the way to make the most of one's time is to make a watch.* To explain more fully: Take for instance, a man who has had some experience and has done ordinary straight, but no difficult work, such as making or fitting new parts, etc. Now give him a watch that wants say a new balance staff, and new balance jewel and setting (owing to the original jewel having been broken and another one shellacked in out of upright with the opposite one), and a new scape wheel and pinion (the old one being lost or gone entirely). Having had practice only on ordinary straight work, he can't use the

lathe to any extent either on staff or plate work, and knows nothing about selecting or determining and fitting a new scape wheel and pinion, and yet he is given a job where fine and accurate turning and fitting is necessary, and also a knowledge of depthing and escapements. The result is he is afraid he will damage the watch, has no confidence in himself, gets rattled and does damage the watch and then gets disheartened, all because he was put on a class of work he was not educated up to doing. Then why not give him work of a simpler nature, and gradually educate him up to the more difficult? Simply because on watches that come in for repairs a man can't choose his work; he has to take it as it comes, and he may get a certain job to-day, and not another of the same kind for a month or more, and that is one reason why it is impracticable to put an improver on watch work at first. It takes too long to cover the ground and get experience and practice on all parts of a watch.

On the other hand, if an improver or partially experienced watchmaker is set to work to make a watch, he is not afraid he is going to spoil anything more than five cents worth of sheet brass to start with and so has more confidence and makes better progress, and besides he starts with large, coarse and easy work, (entirely out of the question on finished watches,) and gradually acquires the requisite skill as he goes along, and by the time he comes to turning and fitting pinions, staffs, etc., he is competent to do it in a workmanlike manner. Again, in constructing a watch he learns not only *how* to do the work, but *why*, because theoretical lectures should be given on the work as it progresses and the improver thus learns all about depthing, curves, angles, friction, compensation, rating, isochronism, etc., theoretically as well as practically, which is absolutely necessary to a thorough understanding of the subject in question; besides, in constructing a watch the improver acquires a vast amount of general knowledge bearing on his daily work as long as he works at the bench, and which he would to a very large extent miss in doing special jobs occasionally on finished watches; for instance, in turning the plates, pillars, etc., as described above, he learns how to make his cutters and drills properly and how to temper them to produce the best results, learns how to make accurate measurements and apply them on large work before doing fine, learns how to calculate, make and polish wheels and pinions, and to plant the depths on the plates taking the centre distance from the depthing tool, he learns how to fit his jewels in the plate and in separate settings, how to design, make and fit escapement, hair-spring and balance, how to adjust the movement to heat and cold position and isochronism, and best of all he wastes no time and is thoroughly impressed with all the different operations.

If a man understands the construction of a watch theoretically and practically and can make and fit the different parts, he is competent to repair watches but not otherwise. If he does not understand the construction of a watch and the whys and wherefores, it is impossible for him to detect defects (unless most glaring ones) in them, and that is the principal reason we see so much botch work; a man cleans a watch and it stops, he is not competent to locate the cause of stoppage and starts out on an experimenting tour, alters endshakes that required no altering, *frees* the escapement by chopping away the banking edges, twists the different bridges first one way and then another with the vain hope the stoppage will be removed, and the final



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ONE SIZE WATCHES

HUNTING AND OPEN FACE,

= In : Gold, : Silver : and : Crescent : Gold : Filled : Cases =
of every Variety and Style.



AMERICAN WALTHAM WATCH CO.

- OF -

WALTHAM, - MASS.

result is that the watch is more or less damaged, and the original cause of stoppage (perhaps a very simple one) still remains.

I repeat, if a man understands the construction of a watch and can make and fit the different parts, he is competent to detect defects in any watch that comes in for repairs, and also to remove them in a workmanlike manner, and the quickest and best way to obtain this experience is by constructing a watch under proper guidance and instruction. The student can then go to work on "trade work," and the more difficult and botched up the watch may be the better he will like it.

DIPLOMAS AND FEES

First, second and third-class diplomas should be awarded to graduates, and the success of the undertaking would hinge to a large extent on the just distribution of them, the diploma in every instance being a positive guarantee that the holder was deservedly entitled to same. While on the other hand, the watchmaker possessing a first class diploma (second and third in proportion) would no doubt have the refusal of every first-class situation offered, and the result would be that as the standard of workmanship was raised, employers would be in a position to pay larger salaries, because, their workmen doing better and more thorough work, better prices would be obtained, and there is no reason why the average wages, which to-day are from \$10 to \$12 per week, should not be from \$15 to \$20. That is the experience of American watchmakers. Fees for attending such a school can be adjusted to be within the reach of most everyone.

Toronto, March, 1890.

E. BEETON.

YES, CERTAINLY.

Editor TRADER—Sir:

WILL you please forward the TRADER to my address, monthly. I have seen a few copies before, and would like very much to receive it. In doing so you will oblige.

Yours truly,

Nicolet, March 11th, 1890.

E. GILL.

WE SEND IT FREE TO EVERY LEGITIMATE JEWELER IN CANADA.

Editor TRADER—Sir:

I HAVE started a small watch and clock business in Rapid City, and am given to understand that you furnish the TRADER free to all persons engaged in the jewelry trade in the Dominion, so I shall be greatly obliged if you will forward me one for next month, as I find there is a great deal of useful information contained in it which I think will be a great help to me, and oblige.

Yours truly,

C. CLACKSON.

Rapid City, Man., March 19th, 1890.

AS OTHERS SEE THE "BOTCH."

THE TRADER is right when it gives its judgment against getting rid of the botch watchmaker by law—by a statute providing that only duly qualified workmen should be allowed to work at the business. Natural selection and the horological schools of the land will surely—if slowly—prove themselves adequate forces to retire the botch or at least to subordinate him to about his right position.—*Keystone.*

SHALL WATCH REPAIRERS BE LICENSED?

A movement is on foot in England to have watch repairers licensed, in much the same manner as pharmacists are registered in this country. This, of course, cannot be made obligatory except by act of Parliament, but the British Horological Institute hopes that the certificate of that institution will be so valuable that repairers will readily offer themselves for examination, and that in a short time the public will come to look with more favor upon a licensed than an unlicensed repairer. In this country repairers have become so habituated to charging three dollars for tinkering a watch, no matter how much or how little needs doing to it, that watch owners sometimes lay aside their watches rather than show them to a watch repairer. We fear that too much advantage has been taken of the public's ignorance in regard to time-pieces, so that people have become distrustful of all watch repairers, good and bad alike. This ought not to be so. A little dirt, a piece of brass filing, or a lack of oil, ought not to be an excuse for any watch repairer to impose a large and fancy price upon the owner. By so doing the goose that lays the golden egg is killed. Many repairers take pains to show their customers just what the matter is when the watch is left, and to state what the expense of fixing it will be. If a system of examinations and licenses will raise the standard of repairers in this country, and restore public confidence in them, by all means let us have it. *Manufacturing Jeweler.*

PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

THE DUPLEX ESCAPEMENT.—CONTINUED.

(471) If the hold-back is when the tooth and the notch are on the line of centres, *i e.*, the tooth pointing to the centre of the balance staff, the point touches the bottom of the notch, or there is something in it. Turn the balance around till the notch is outside of the wheel, and run a fine peg-wood point up and down to clean it. Also remove any dirt from the points of the repose teeth. If the same hold-back still occurs, the tooth evidently touches the bottom of the notch, provided it is thin and properly pointed, as before described. This may occur only with certain teeth, showing that they are longer than the others. If so, equalize the wheel as follows: Take a short piece of wire of a size to fit into the jaws of your depthing tool, and cement upon it a piece of flat equalizing file, or, what is better, of ruby file, and fasten in one of the jaws of the tool so that, when the escape wheel is adjusted between the centres of the other jaw, the file will cut the teeth squarely across the ends.



ELGIN NATIONAL



NEW ISSUE.

B. W. RAYMOND

NICKEL, OPEN FACE,

PENDANT SETTING.



UNEQUALLED FOR RAILROAD PURPOSES.

CORRESPONDING in quality and price with our Nickel Hunting B. W. Raymond movement. Delivery of above grade has already been made to the Jobbers, who will be pleased to supply the Trade.

General Office, - 76 Monroe Street, Chicago.

NEW YORK OFFICE, 11 JOHN STREET. FACTORIES, ELGIN, ILLINOIS.

WATCH COMPANY

Gradually approach the jaws together, by the thumb-screw, till the longest teeth touch the file, when the wheel is turned by the finest hair bow running on a small collet fastened on the escape wheel pinion. As the file cuts the projecting teeth, bring the jaws together, very slowly and carefully, till the shortest teeth are just touched but not filed off any. Then point up the teeth with suitable equalizing files. The teeth should not be actually pointed, but have a just perceptible flatness on their ends, similar to the English lever escape wheel teeth.

(472) If the wheel is of brass, an easy and quick way to equalize it is to grind the teeth off by little bell metal laps, well supplied with rouge and oil. In this case the lap is turned by the bow, and the tooth is held against the edge of the lap by a gentle pressure of the finger during the motion of the lap in one direction,—while the edge is running towards the point of the tooth. But when it is running from the point towards the centre of the wheel, during each up stroke of the bow, the tooth must be moved out of contact, as it would either be bent or drawn in and forced past the lap, which would probably result in breaking off the pivot. Only very slight pressure of the tooth upon the lap is required, and when the tooth is shortened enough it will pass the lap, and the next one will rest on the cutter. When all have passed, they will evidently all be of the same length—the shortest teeth having been the guide for setting the lap. This method can be used for equalizing a steel wheel, instead of a file, as above described. But two laps should be employed, the first for grinding, with oil-stone dust, the other for finishing, with rouge. If the hold-back mentioned in section (471) occurs with all the teeth, either after the depthing between the wheel and balance staff very slightly by moving back the bridge or bridges under the dial, or, if the pivot holes are set in the plate, then the wheel may be made smaller as above, or turned down in the lathe. Only the slightest amount must be taken off the points. Before examining the action of this escapement, it is necessary to know the principles upon which it is constructed, and what qualities we are to look for as desirable or the reverse. Supposing the mechanical condition of the parts to be now correct, our next task will be to consider their best theoretical forms, sizes and functions.

(473) The duplex escapement is so called from having a *double* escape wheel, each part of which gives impulse to the balance, although in a different way. The long or star-teeth, which project out in the plane of the wheel, constitute what is called the repose-wheel, while those which rise vertically from the rim form the impulse-wheel. These wheels act alternately, the former upon a notched roller, encircling the balance staff, and called the roller jewel; the latter, upon a finger or pallet attached to the balance staff above the roller. The impulse is given in only one direction, the vibration in the opposite direction, serving merely to return the pieces on the staff into position for renewed action.

(474) In the "English duplex" the repose wheel consists of single teeth alternating with the impulse-teeth. In the "Chinese duplex," the teeth of the repose wheel are in pairs, alternating with single impulse teeth as before. The two contiguous repose teeth are cut sufficiently far apart to insure the forward one clearing the roller on one side, while the second is locked by it on the other side, the points being about the

diameter of the roller apart. The repose-wheel of the English duplex generally has fifteen teeth, alternating with the same number of impulse-teeth, while the Chinese has twelve teeth in six clusters or pairs, alternating with six impulse-teeth. For the sake of simplifying the explanations our remarks will refer to the English style of wheel. The roller is generally a jewel made of ruby, with perfectly cylindrical exterior, bored end-wise exactly through the centre, a narrow notch cut along one side and fitted upon the balance staff. A washer is applied against its lower end, and the whole cemented fast upon the staff. In many cheap watches the staff itself is turned to the proper size for the roller, and a notch cut longitudinally into one side.

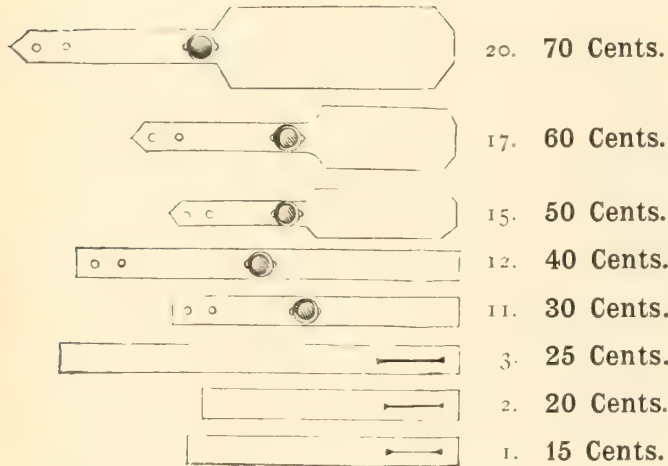
(475) A tooth of the repose-wheel rests against the roller, and is locked or detained there during the return or "dumb" vibration of the balance. But when the vibration is forward, the notch in the roller admits the point of the tooth, and enables it to pass the line of centres (between the balance and escape-wheel pivot holes), thus unlocking the wheel. The tooth having passed the roller in the notch, and escaped therefrom, an impulse-tooth then falls upon the projecting impulse-pallet or finger, which has by that time come into proper position for receiving it, presses the finger forward through a certain distance, and drops off its point. Another repose-tooth then falls upon the roller and checks or locks the escape-wheel during the remainder of the forward vibration of the balance, the whole of the return vibration, and half of the next forward vibration, until the notch of the roller approaches the line of centres and again unlocks the wheel. While the repose-tooth is engaged with the roller notch, it of course presses against the front side or lip, giving a certain amount of impulse which is called the small-lift. The greater impulse given by the impulse-tooth acting upon the finger is called the large lift. There are therefore two actions to this escapement. The wheel and roller, and the wheel and pallet. The former has three functions: that of locking, that of impulsion, and that of control; the latter action has but one, that of impulsion.

(476) *The wheel and roller action.* The duplex escapement is in a considerable degree self-compensating for variations in the strength of the motive force, by virtue of the function of control inherent in this action. The greater the power of the mainspring, the greater will be the pressure of the repose-tooth upon the roller, and its frictional resistance to the motion of the balance; and, as the power becomes weaker, the pressure and retardation are less, and the balance is left more free to vibrate. But this controlling action depends upon the size of the roller. If the roller was very small the balance motion would be very free, but the compensation action would be very slight, while, if the roller was very large, the pressure of the repose tooth would influence the motion of the balance so much as to interfere with the office of the hair-spring as the regulator of the vibration of the balance. There should therefore be a medium size, which leaves the balance proper freedom, while sufficiently compensating for variations in the motive force.

(477) But such does not appear to be the case, as eminent makers differ much in their rules. Jurgensen says that the diameter of the roller should be equal to one third the distance between the points of two (single) repose-teeth. As the wheel has fifteen repose teeth, and every circle has 360°, the angular distance between two teeth is 24°, and one third of that is 8°.



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20. 70 Cents.

17. 60 Cents.

15. 50 Cents.

12. 40 Cents.

11. 30 Cents.

3. 25 Cents.

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1. 15 Cents.

HAVING lately made a very large purchase of Parchment Tags from the largest makers in the world, we are prepared to fill orders at the prices here quoted, which are by the gross. Each gross packed in a box.

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what it was last year, and $\frac{7}{8}$ of them have already gone. Another shipment will arrive in May.

NO SUCH VALUE HAS EVER BEEN OFFERED IN CANADA BEFORE.

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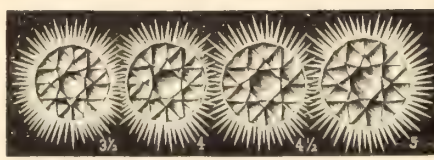
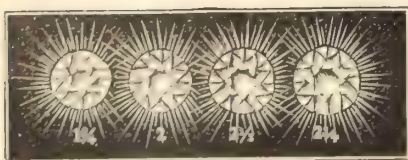
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which, measured on a circle drawn through the points of the repose-teeth (or "circle of the repose-wheel,") gives the actual diameter of the roller suitable for that wheel. Other makers advocate a diameter equal to one-fourth the distance between two teeth, which would be 6° , while some adopt two-fifths or about 10° . I have seen watches with even larger rollers doing fair service, but such large rollers are not to be recommended. The truth is that the size should conform to the construction of the train, and no rigid rule can be given which would be adapted to all cases. We will therefore consider the advantages and disadvantages of different proportions for the parts of this action, and the special conditions for which they are suited.

(478) The wheel and roller action is shown on a large scale in Fig. 30, in which the circle n represents the roller, m the

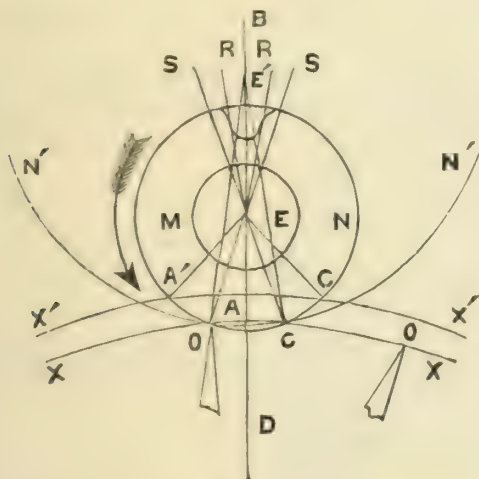


Fig. 30.

central hole, and e the centre. The notch is drawn upon the upper side. The line bd is a part of the line of centres, the centre of the escape-wheel being below d . The arrow shows the direction of the forward vibration. The repose-teeth are at o and O , the circle xx being the course taken by their points, as the wheel revolves. By examining the figure we see, first, that with the same centre distance ed , the larger the repose-wheel, the greater the angle of the small lift, or the angular motion through which the balance must pass to allow the repose tooth to give its impulse and escape. Suppose the balance to be at rest, with the centre of the notch on the line of centres ed , and a tooth o resting against the roller at a , or on the repose, as it is called. The balance must first move to the left till the notch comes to the point a , when the tooth falls into the notch, presses against the right lip till it reaches the point c , when it escapes from the notch. Draw lines from e through the points a and c , and we have the angle of the small lift, aec . If we now suppose the repose wheel to be larger, as indicated by the curve $x'x'$, then the intersection of the teeth and roller will begin at a' , and end at c' , giving a small lift of $a'e c'$, very much larger than aec .

(479) The centre of the notch must now move from the line of centres to a' before the watch can start, and it must go from a' to c' before the tooth can escape. With too much of a small-lifting the escapement is more liable to set and stop, and is harder to start to running. With too small a lift the repose or locking of the tooth would be too shallow and not safe, and the drops both upon and from the roller would be greater and

more dangerous. Therefore, making the depth of the wheel and roller deeper, makes the locking or repose deeper and safer, but increases the liability to set, and *vice versa*. The small lift is governed by the amount of intersection of the wheel and roller circles, as the tooth presses the lip of the notch from the instant that it crosses and enters the circle xx (or $x'x'$) of the wheel till it recrosses and passes out. Therefore, with the same size of wheel and roller, the deeper their pitching the greater the angle of the small-lifting.

(480) If we enlarge the repose wheel too much, we shall have to diminish the number of teeth, as is shown by the figure. With $x'x'$ for the wheel circle, the entire distance between two teeth would only suffice to pass through the intersection or small-lift, when the next tooth would be already at the repose, leaving no room for the large-lift. On the other hand if the wheel is too small, the small lift or intersection will be very short, and, after passing through a proper angle of large-lifting there will still be a very great drop from off the finger upon the repose of the roller again. We see therefore that there must be a certain proportion between the size of the repose-wheel and the number of its teeth, between the size of the wheel and the angle of small lifting, and between the number of teeth, or the space each one moves over, and the diameter of the roller, in order to give room for the two lifts and the two drops. Experience has shown that the most advantageous number of teeth is fifteen (474), and that a small lift of 25° to 30° secures a safe locking with easy clearance, and is the desirable medium (479.) Nothing is practically gained by increasing it, while the deeper intersection of the repose-tooth in the roller which necessarily accompanies, or rather produces a larger lift, (479), only serves to render it more liable to set. If this angle of small-lift does not give an ample vibration to the balance, increasing the lift would increase the motion but very slightly; the trouble must be sought for in some other part of the escapement or of the train.

THE BARBARIC SPLENDOR.

Nothing on earth equals in magnificence the barbaric splendor of those old czars. I visited the museum where they showed me with great pride the products of the Russian mines. Here was the largest nugget of gold in the world; the largest lump of silver, the largest specimen of malachite and the largest lapis lazuli, with a hundred and one other things from the Siberian mines. I saw the saddles and caparisons of these old warriors. One, I remember, had a large saddle blanket, as you might call it, made of cloth of gold. At a distance it looked perfectly white, and it was large enough to cover the greater portion of the body of the war horse. A closer inspection showed that it was covered all over with diamonds of the purest water. The larger ones were sewn on in the form of stars and other figures, but the entire surface was covered with these gems. The blanket was worth thousands and thousands of dollars. Then, in one of Catherine's palaces, I saw columns of pure amber, with the walls of entire rooms covered with the same costly stuff. And yet, in other countries of Europe, amber has become so scarce that it is almost impossible to secure a pure article, and imitation amber is used for jewelry

— Dr. Barratt in Atlanta Constitution.



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TO HAND AGAIN.

RYRIE BROS.' NEW STORE.

WE present to our readers on this page two engravings of the new retail jewelry store of Messrs. Ryrie Bros. of this city, which is situated on the North-West corner of Yonge and Adelaide Streets, almost directly across from their old stand.

The new premises of the Ryrie Bros. is such a radical departure in the way of fitting up jewelry stores, that we think it would repay every one of our readers to make it a visit and take in the new ideas which this enterprising firm have introduced into it.

The store proper, is well lighted on two sides by large plate glass and stained glass windows; its high ceiling is domed from all sides, which has the effect of making it look even higher than it really is, while at the same time the airy effect is heightened by the artistic relief decorations which the

artist has employed in the frescos. The entire northern side of the store, which is the one furthest from the windows, is fitted up with elegant wall cases in cherry and plate glass, in which are kept a choice assortment of new designs in silverware and other articles of vertu. A row of cherry tables surmounted by cherry and plate glass counter cases run parallel with the southern wall, behind which are a series of terraced stands about the same height, which carry a very large assortment of fine French marble clocks and bronze ornaments of all kinds. Scattered through the body of the store may be found a very choice collection of piano lamps, fancy onyx tables, pedestals holding statuary, &c., and these with the pretty chairs and sofas scattered around with studied disorder give the room a very cozy and



EXTERIOR VIEW.



INTERIOR VIEW.



THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWELLED, SIX SIZE, NICKEL MOVEMENT, KNOWN AS
No. 149.**

THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWELLED, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,

KNOWN AS No. 120.

THE ILLINOIS WATCH CO'Y

Will Next Month place upon the market a Movement

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homelike appearance, especially to ladies and others who desire a place to rest themselves as well as to shop in.

The chandeliers, which are of the newest design, are a combination of gas and electricity, and either or both kinds of light can be turned on at the will of the proprietors. The floor is covered with a handsome oilcloth of a pattern to imitate inlaid mosaic work as closely as possible, and is both pretty and effective. The stained glass from the studio of Elliott & Son of this city, is chaste in design and rich with glowing colors which are so tastefully harmonized as to afford a restful variety to the eye as well as to shed a soft and subdued light over the wares which adds considerably to the beauty and effectiveness of the display.

The workshop at the rear is cut off from the main shop by fancy double glass doors, and is large enough to accommodate the half dozen workmen which this firm are now forced to employ in order to keep pace with their repair work. A patent carrier arrangement conveys work from the front store into the workshop at the rear, and is quite a labor-saving as well as novel innovation in a jewelry store.

The private office of the proprietors is at the left of the front of the shop as you enter the door, and is simply an artistic screen of cherry and bevelled plate glass. From this vantage ground the principals can not only see every customer who enters the store, but have the whole of the premises under their immediate supervision. The front of the store is gorgeous with polished brass signs and railings, and plate glass windows which shine as brightly as though dust and mud were things totally unknown in our city. Taking it all in all the new store of the Messrs. Ryrie Bros. is one of the prettiest we have seen anywhere, either in the United States or Canada, and what makes it all the more commendable, is that this effect has been produced more by the exercise of artistic taste, than the expenditure of a large amount of money. This at least was the verdict of the vast crowd that surged in and out of their premises from nine o'clock on Saturday morning until nine o'clock the same night, for their opening was a reception that any firm should well be proud of, as it spoke volumes for the way in which they were regarded by the general public.

The Ryrie Bros. thoroughly deserve their success, for they have achieved it not by any lucky stroke of fortune, but by being hard and honest workers, and selling reliable goods strictly upon their merits. These characteristics combined with ability of no common order, have slowly but surely brought them nearer the front, until to-day they can fairly claim to have won their way into the very foremost rank of retail jewelers in Canada.

Nearly eleven years ago the senior partner, Mr. Jas. Ryrie, purchased the old business of Mr. John Segsworth who left it to go into the wholesale trade. Mr. Ryrie went into Mr. Segsworth's employ as an apprentice in 1876, and gradually rose step by step until he acquired the business for himself. The way in which the place was improved in appearance and the character of the stock brought up to a higher level to suit the requirements of an ever increasing trade, are now reminiscences to the senior member of the firm, but all the same he had very serious, and what sometimes looked like insurmountable obstacles to contend against in his upward struggle. That he overcame them is to his credit, but that in doing so he

sacrificed neither friendship nor principle, makes his achievement all the more commendable. To-day Mr. James Ryrie is not only regarded by the public as a successful merchant, but by his rivals in the trade he is looked upon as one of the most honorable men in their line of business. For the past four years he has acted as Secretary-Treasurer of the Jewelers' Security Alliance of Canada, and it is needless to say that he has performed the duties of the office to the complete satisfaction of the membership of that organization.

Some years ago, finding that the business was outgrowing his personal supervision, he took into partnership his brother, Mr. Harry Ryrie, who had learned the watchmaking under his tuition. The new blood at that time infused into the firm has had no small share in its subsequent success, for "Harry," as he is commonly known, is one of the most popular young men in the city, and under a good-looking and smiling countenance, hides one of the brightest intellects of any man in the Canadian jewelry trade.

The Ryrie Bros. make a good team; they always pull harmoniously together, and if their past achievements are any index of their future, they have a long and successful career before them. THE TRADER wishes them a long and successful occupancy of their new and beautiful premises.

SELECTED MATTER.

SOMETHING NEW ABOUT THE EAR.



URELY next to good eye-sight good hearing is one of the essential faculties of expert watch-makers. The following from the pen of an eminent English scientist is the latest conclusions concerning that all important organ, the ear:

If one were asked to select any portion of man's wonderful frame which is more wondrous and more complex than another, I should advise the candidate for honors in elementary anatomy to choose the ear. For, unquestionably, the ear is more complex than the eye—probably more intricate, indeed, than any other of our sense-organs. To begin with, there is the outer ear, which is in itself worth some study, as Darwin has shown us, in respect of its conformation. The passage or canal of the ear passes inward, and is blocked, like a *cul de sac*, by the drum membrane or tympanum. This membrane receives the waves of sound and transmits these vibrations to the internal ear, which is enclosed within the temporal bone. Now, it is this internal ear which is of such marvelous structure and of such intricacy. Let us try to think of its various parts for a moment or two. On the inner side of the "drum" a tube (called the "Eustachian tube," after an old anatomist) leads into the throat. This arrangement evidently serves to ensure equality of air pressure on each side of the drum, whatever else may be its use. Between the brain and the drum is a bony partition bearing two apertures. One of these is oval

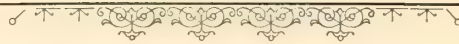


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in shape, and the other of rounded outline. The next part of the ear consists of a chain of three small bones or "ossicles," which lie across the drum in such fashion that all vibrations of that membrane must, of necessity, be communicated to the bones. One bone is like a hammer in shape, the second like an anvil, and the third like a stirrup. The flattened plate of the stirrup-bone is placed on the oval opening in the bony partition already named. The next part of the ear is the *labyrinth*, which contains fluid, and which receives the ends of the nerves of hearing, whose mission it is to carry the messages they receive from the outer world to the brain.

The labyrinth itself is composed of two parts. Of these, the first is the *cochlea*, which resembles the shell of the snail somewhat in appearance; while the second is constituted by three curious semicircular canals. Inside the cochlea is a very wonderful structure, called, after its discoverer, the organ of Corti. This is really a microscopical sounding-board, or something more complex still. It consists of about 4,000 minute rods or arches, which are graduated in length and height as we pass from the top to the bottom of the snail-shell. Each arch or rod vibrates in unison with a particular sound-wave, and from their action we are supposed to gain notions of tone. Helmholtz tells us that the rods of Corti correspond to the seven octaves which are in common use; and this fact, with others, seems to teach us that, as a tone indicator, the Organ of Corti plays its part very well by us in our appreciation of sounds and their pitch. Of the semi-circular canals of the ear and their uses or duties, we have hitherto not been quite so well informed. Of yore it was believed that they gave us a power of estimating the direction of sounds, and, until lately, we had to be content with this assertion. Now, however, we have come into possession of fresh facts regarding these canals and their uses, and this brief recital of the anatomy of the ear and its parts has been intended by me simply as an introduction to a little bit of very recent science—or rather of scientific discovery now elevated into the rank of accepted fact. As early as 1824, Flourens, the great physiologist, in experimenting upon these canals—which, by the way, are placed in three planes at right angles to one another—suggested that they might prove to be the organs of a sense of novel and hitherto unknown nature; and Professors Crum, Brown and Mach have succeeded in confirming this opinion, and, what is more to the point, in elevating it into the region of certified fact.

As the former scientist lately remarked in the course of a public lecture, we really possess little or no means of judging of motion. We move through space in this old world of ours at the rate of 68,000 miles per hour, yet we are all unconscious of the movement. The rapid even motion of a train may be really unperceived, and of many other circumstances relating to movement the like remark holds good. Yet, any deviation of motion from the straight line is at once perceived—how or why is the puzzle; but at least we are conscious of the transition, say, to a curve or a steep gradient. It is the same, as has well been pointed out, with the ascent in a lift or in a balloon. At first we seem to be going down, but midway in the lift we become unconscious of the movement, until the apparatus comes to a stop. Experiment helps us here. A revolving table is constructed as in Mach's experiments, and this is placed in a hut on whose paper-blinded windows no

changing lights or shadows are allowed to impinge; or the subject may be simply blindfolded. Lying on this table on his side and comfortably resting with his head on a pillow, the person is whirled rapidly round by the rotation of the table. At first he is conscious of the motion, but in a moment this sensation disappears, and, if the table whirls on at a given steady pace, all sensation of movement continues to be absent. Let the rate of rotation, however, be altered, or let the table come to a standstill, and the consciousness of motion once more awakens into activity. Some means or other we must and do possess, therefore, for enabling us to determine this alteration of pace.

Lying on the table, as we have seen, on one side, consciousness of motion is absent. When, however, the subject is placed on his back, or when he turns of his own accord suddenly, he feels as though the table had stood straight up and as if he were being shot headlong into some vast abyss. Here, it is evident, consciousness and reason itself, of which consciousness is the servant and minister, are evidently much at fault; for the person is lying flat and safe on his back after all. Next comes a little hint from that experimenter on our bodies we named "disease." There is an ailment called "Meniere's disease," which, first described in 1861, shows as its symptoms giddiness, a staggering walk, with a tendency to fall on one side, and deafness on one or both sides of the head. Examination of the ear in such cases seems to show that the seat of the ailment resides in the semi-circular canals we have been discussing. A study of disease, therefore, tends to confirm what experiment suggests; and the conclusion we arrive at is that the canals in question, formerly regarded as part and parcel of the hearing-sense, are really the organs of a new sense—that of motion. They give us information about the nature of the rotations of the head, and it is quite possible their sphere of usefulness extends even beyond this limit. We see in these curious canals tubes which contain fluid—a condition suggestive enough, in a common way, of an apparatus to record changes of level. This fluid acts against delicate hairs when rotation occurs, and probably in this way communicates to the nerves of the canals an impulse which, in the brain, becomes translated into a sensation of motion. The turning of the head to right and left seems a small thing indeed, viewed from the ordinary standpoint. But if what has here been recorded is correct, it is obvious our knowledge of how far and in what direction we have made that movement is due to these curious canals of the ear. They are organs of sense which minister to our safe conduct as we move through space, and as we pass sorrowing or rejoicing through the world's way.—*Andrew Wilson in Jewelers' Journal.*

A GOLDEN LAMP WORTH \$70,000.

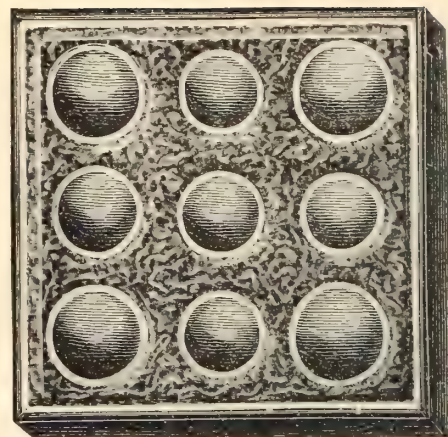
The interior of the grand cathedral in the City of Mexico is, even at the present day, after having been successively plundered, most magnificent. It contains five naves, six altars, and fourteen chapels, which contain the bones of some of the viceroys and departed great men of Mexico. "The Glory of the Capola," Virgin and revered saints, are painted by celebrated artists. A balustrade surrounds the choir of a



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We will sell a plain 11x11 Polished Walnut Tray, lined in fine purple silk velvet for \$1.25. This is exactly the same as our famous plush lined \$1.00 Tray, but is much handsomer.

We will be glad to quote prices for a full line in Silk Velvet, which is twice as durable as plush.

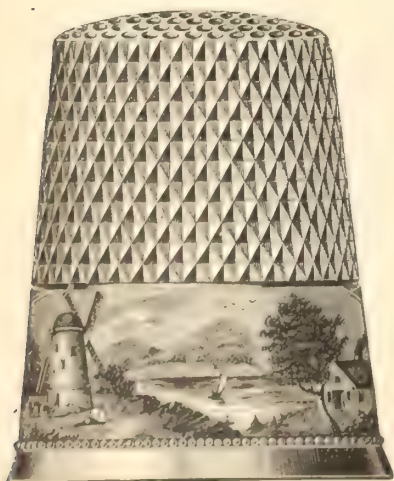
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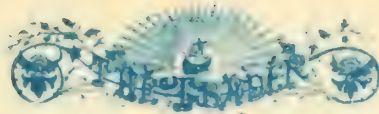
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metal so rich that an offer to replace it with one of equal weight in solid silver was refused. This weighs twenty-six tons, and came from China in the old days of Spanish dominion, when the richly freighted galleons of Spain sent their cargoes over land from Acapulco to Vera Cruz on the way to the mother country. The high altar was formerly the richest in the world, and yet retains much of its original glory. It contained candle sticks of gold so heavy that a single one was more than a man could lift, chalices, cruets, and pyxes of gold encrusted with precious metal studded with emeralds, amethysts, rubies, and sapphires. The statue of the assumption (now missing) was of gold, ornamented with diamonds, and is said to have cost \$1,000,000. There was a golden lamp, valued at \$70,000, which it cost at one time \$1,000 to clean, but, according to a French writer—and the joke is his—the Liberal troops cleaned it for nothing, and it has not been seen since.—*Exchange.*

ERICSSON'S PHYSICAL STRENGTH.



IT is well known that the late Capt. Ericsson was of robust constitution and remarkable power of enduring continuous sedentary application; but it is not so well known that he was possessed of enormous physical strength. Of this he was not vain, nor was it often exerted. In one or two instances, however, his muscular power was displayed in a startling manner. He was always very particular about the quality of both materials and workman-

ship, and on one occasion during the construction of an engine at Delamater's, a certain casting appearing to him doubtful as to soundness, he ordered it to be broken up. And possibly suspecting that blowholes might be plugged, or the suspected piece made to do duty in some way, he insisted on having it broken on the spot. Some stalwart workmen accordingly attacked it with heavy two-handed sledges, but, failing to make an impression, they desisted at length, saying: "We will put it under the drop by and by." His quick temper rose at this, but he spoke not a word; with his right hand he snatched the sledge from the nearest man, and in an instant it whirled like a meteor before the eyes of the astonished spectators, the ponderous tool driving its head at the first stroke through the shell of the dubious casting, making it a hopeless wreck. He tossed away the sledge with the remark: "Now you may put it under the drop." During one of his visits of inspection to the Monitor while she was building, he was annoyed by tripping once or twice over a heavy iron bar. Turning to two workmen near at hand, he asked them to remove it; but they said it was too heavy. Nettled at this refusal, and as if in contempt for the excuse, he made no reply, but stooping, he picked up the bar with his own hands, carried it without assistance across the shop and threw it on a scrap heap. The two men were amazed to see a man, already nearly sixty years of age, dealing in a summary way with a matter which they had not ventured to meddle with; they procured some assistance at noon time, and out of curiosity weighed the offending bar, which showed upon the scale nearly a third of a ton.—*Scientific American.*

A WRONGFULLY SUSPECTED GIRL.



SOME time ago a gentleman, well known in this city, went with his sister, then a school girl, to a jeweler's shop to buy a diamond ring. The dealer exhibited a rare and brilliant array. After a careful examination, the intending purchasers fixed upon a beautiful stone as best suited to their taste and purpose. As it was undergoing a final inspection, in removing it from or restoring it to its case, or in handling it in some other way, it dropped from the counter and disappeared.

A thorough search for it was made in every possible corner. The citizen and his sister, of course, insisted upon being searched. Every person in the shop submitted to a like process. It was a vain quest, and the ring was not found but was given up as lost. The gentleman paid its full value to the dealer.

Time passed. The young girl gradually outgrew the garments she had worn when the mysterious event at the jeweler's occurred. A sacque which she then had on and which she continued to wear through the season at school and elsewhere was discarded. A year or more later, when the affair had been well nigh forgotten, the sacque was turned over to a dress-maker of the household to be revised and amended.

The reconstructive artist, with deft fingers, began to rip a seam, when out fell a diamond ring. It was easily recognized as the missing solitaire. How it got there, whether it had fallen as it flew from the tradesman's counter into the young lady's pocket, and had thence made its way through an unsuspected hole in the lining, or in some other manner had found lodgment within the garment, is a matter for conjecture.

These facts show how a natural and excusable suspicion may sometimes be wholly unfounded, and they admonish us not to trust entirely to circumstantial evidence until we are sure that we have the completed testimony of the last circumstance. *Jeweler's Weekly.*

A THEFT THAT AVENGED ITSELF.

A good story is told of a young Englishman and his adventure with a paste diamond at Albany, N.Y. He purchased the paste gem for 45 cents of an Albany jeweler, and wore it on his scarf.

Soon afterward the young foreigner secured employment in an Albany dry goods store. His scarf pin was much admired by a fellow employee, who questioned as to the cost of the gem were answered by the owner to the effect that he had paid £5 10s. for it in Glasgow, Scotland, just before embarking for America.

Several days afterward this employee, under pretense of arranging the Englishman's scarf, stole the pin. Afraid to offer it in Albany, he secured a leave of absence and left for New York, where he expected to sell or pawn it for enough to pay his expenses in having a good time in the metropolis. The thief did not discover the worthlessness of the supposed diamond until his money was exhausted, had to walk back to Albany, and, having overstayed his time, was dismissed from his position. The Englishman declines to prosecute the thief, thinking he has been punished enough. *L.A.*



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OUR ONTARIO AND QUEBEC COMPETITORS PLEASE NOTE THE ABOVE.

We carry a full line of everything wanted by Watchmakers, Jewelers and people dealing in Watches, Jewelry, Clocks, Silverware, Optical Goods, &c., &c.

"We Fill Orders From Any Catalogue."

When in Winnipeg come and see us.
premises 433 and 435 Main Street.

On the 1st of April we remove to our new

Yours truly,

Wholesale Jeweler, WINNIPEG.

W. F. DOLL.

THE WONDERS OF THE GREEN VAULTS AT DRESDEN.



Of the celebrated Green Vaults of Dresden and their contents, Mr. C. H. Brigden writes as follows:

The first room contains magnificent works in bonze, chiefly copies of ancient sculptures. The second room contains the finest collection of ivory carvings in the world. The most wonderful of all is that of an Italian monk representing the "Fall of the Angels," containing 142 figures carved out of a single piece of ivory about 16 x 6 inches and possibly 2 inches wide.

The third room, called the chimney room, contains some beautiful works of art in the form of cabinets, snuff boxes and other articles in amber, enamel and mother

of pearl.

The fourth room contains many fine works in gold and silver. Among other things are two large punch bowls, weighing 53 pounds each, of solid silver; four gold drinking cups weighing 12 pounds each. The latter belonged to George I., Elector of Saxony, who, dividing his country among his four sons, gave each of them one of these cups on condition that after decease of his lineage it was to be handed over to the surviving electoral branch.

This room contains also many rare and curious old clocks of fine workmanship. The ceiling is painted in green, and from this feature the vaults have received their name.

The fifth room, the large hall of precious stones, is more wonderful than its predecessors. Each room seems more magnificent than the last, and as I go from one to another I wonder what grand surprises will greet me next. The magnificence is dazzling. There are thousands of gems, and each one is a fortune.

In this room is the wonderful clock, called the Tower of Babel. Its form is that of a large tower with a larger base. The whole structure is about 2 feet high, and the mechanism of the clock is marvelous. A small glass ball makes its exit from a hole in the top of the tower and begins its course on a spiral pathway, which encircles the tower in the form of a screw thread. On reaching the bottom of the tower the ball enters a hole and is jerked up to the top of the tower again by a small chain connected with the mechanism. The ball again makes it exit, Satan strikes a little bell with a hammer, and the same round is made by the ball again, the minute hand moving one minute forward as Satan strikes the bell. There are figures on top of the tower representing the planets, which were formerly movable, and there are figures representing musicians on the lower floor of the tower and connected with chimes in the spire. These were also formerly movable. The case of the clock is of bronze, adorned with silver medallions of Roman emperors. This marvelous piece of work was executed in 1622 by Hans Schlottheim, a clockmaker of Augsburg.

This room also contains an assortment of vases in gold, silver and bronze. In the corner of the room is a small apart-

ment called the "corner closet," containing over two hundred and forty unique objects executed in ivory and precious stones, most of which were presented to the royal family of Saxony in the end of the seventeenth century.

The seventh room, called the Escutcheon cabinet, contains, besides the armorial bearings of the House of Saxony, the most valuable collection of coins in existence, German coins from Conrad the Great to Albert, and coins of other nations from the earliest period are there. There also are in this room some very fine works in brass and bronze and some beautiful wood carvings.

The last and most wonderful apartment is the eighth room or jewelry room, containing the finest display of jewelry and precious stones in the world. The crown jewels are a collection begun by the Electors of Saxony, and greatly enriched by Kings Augustus II. and III., who purchased the far-famed Green Diamond. All the mountings of diamonds and other precious stones in this collection were executed by their orders. The King and Queen of Saxony may wear any of the jewels in this collection. As one enters the room, the case containing the crown jewels is on the right, and their splendor immediately attracts him to the spot. Such an array of magnificence one seldom beholds, and once seen it is never forgotten.

The case containing the crown jewels is divided into six sections, and the collection of diamonds is not surpassed by any other in the world. In the first section is an epaulet containing 236 diamonds, the largest of which weighs 123 karats. The others are of various sizes up to 66½ karats. There are many buttons, kneebuckles and clasps, also sparkling with diamonds.—*Exchange.*

WHAT THE STAIR CLOCK SAW.

BY FRANK B. WELCH.

Up on the landing the stair clock stood
The prim old clock,
As staid as a rock,—
And ticked away as hard as it could
"Tick-tock, tick-tock,
'Tis late, go lock."

Down in the doorway a lover wooed—
A sighing swain,
A cooing twain,
Each heart with love in a melting mood;
To part was pain,
'Twas plain, quite plain.

The sighing swain took a final kiss—
A rousing smack
A bold attack—
The dying note of their soulful bliss
Alas! alack!
A parting crack

The old clock saw, and it hid its face.
A shocking sight
So late at night.

It woke the echoes about the place
"Not right! not right!"
Young man, take flight!"

It looked again, and beheld a sight—
An old man mad,
The young girl's dad—

A fleeing form in the cold, dark night,
A maiden sad,
Half sad, half glad. —*Exchange.*



EYE OPENERS

The American Watch Case Co. of Toronto, last month placed upon the market the following New Cases, to which they ask the special attention of the Jewelry trade as being the best Low Priced Goods of the kind ever offered in the United States or Canada.



PATENT SCREW CASE.

This Case has Screw Back and Bezel, and will fit either Pendant or Lever Set Movements. It is made in 10 K. and 14 K. Gold Filled, and also in Sterling Silver.

The "**NEVADA**" Silver Case weighs a little over 2 ozs., and can be had either Plain Polished, or Engraved as shown in above cut. They are made of Solid Coin Silver throughout, and every Case contains our well-known trade mark of the Maltese Cross.

The "**FORTUNE**," 10 K. Gold Filled Case is of the same pattern, and is made of two plates of 10 K. Gold overlaying a plate of composition metal, has a Solid Gold Bow, and is made to wear for 15 years.

We guarantee this case to contain at least 20 per cent. more gold than any similar case imported into Canada.

The "**CASHIER**," 14 K. Gold Filled Case is also of the same pattern. It is made of two plates of 14 K. Gold overlaying a plate of composition metal, and is made to wear for 21 years.



THE BASSINE "N.P." CASE.

This Case has Jointed Bezel, Cap, and Back, and is made of Solid Coin Silver with Albata Cap.

It is made in Open Face only, can be had in either Key or Stem Wind, and is the best value Watch Case ever offered to the trade of this country.

Every one of these Cases has our well-known Trade Mark of the Maltese Cross, and like all other goods of our manufacture, is guaranteed by our Company no matter by whom sold.

We challenge any factory in America to show a case equal to the "**N.P.**" for the same money. Examine it carefully.

The above Cases are now in the hands of the Jobbing trade, so see to it when their travellers call upon you that you get a chance to examine the Samples. It will pay you!

A MAGNIFYING EYE OR MAGNIFIED STORY.



JOHN HESLOP, of Birmingham, England, is a lad whose powers of vision are accounted as simply marvellous. He is known as the living microscope, on account of being able to see the most minute objects clearly defined.

In 1878 and 1879 he was attacked with a baffling eye trouble and very nearly lost his sight forever. After the disease had reached its worst there was an instant and startling change for the better, which resulted in the complete disappearance of all inflammation in an incredibly short time. It was not a cure, however, that brought back the eye

sight possessed by the average human being. When it returned it was with extraordinary increased powers of vision.

To John Thomas the most minute plant louse was as large as a rabbit, and the mosquito's bill as imposing as an axe helve. He could see and describe minute objects with startling clearness and precision. He was amazingly shocked, upon repairing to the well, to get a cooling draught to see the immense number of hideous creatures that were floating, fighting and wriggling about in the water. From that day to this water has never passed the lips of John Thomas Heslop. His drinks consist wholly of coffee, tea and milk, thoroughly boiled.

The doctor says that the entire organization of the eye has undergone a structural change; that the cornea has become abnormally enlarged, and that the crystalline lens has been divided into three different disks or circles, each circle surrounded by another of light blue. In the centre of each of these three circles appears an iris, greatly diminished in size, but an iris nevertheless.

Medical reports of the case have been made by the *Lancet*, *Medical Times* and many others. The young man has been visited by all the greater lights of the British medical colleges, each of whom pronounces his case the most wonderful in the annals of optics.—*E.V.*

THEY MELT DOWN THE QUEEN'S COIN.

It is computed, says the *Horological Journal*, that from 14,000 to 16,000 persons are actively engaged in the jewelry trade of Birmingham, England, and the amount of capital invested in it is larger than that of any other Birmingham industry. The annual consumption of gold is in value £750,000, and of silver £350,000.

Sovereigns are still extensively used for melting up instead of grain gold, and the question is frequently put by the unin-

itiated, "Wherefore is the waste?" John Bragg, who is good authority on the subject, says the cost of minting is so small, that against the other advantages attached to the practice it is of no account. The grain gold of commerce cannot be relied upon for absolute freedom from accident or superfluous alloy. By the use of coin, uniform hardness, tenacity and ductility, which are of the utmost importance to some branches of the trade, are absolutely guaranteed.

The metallurgical science and technical skill of the national assayers and smelters at the mint are therefore freely used by the jewelers to enable them to alloy with the utmost nicety, and with the certainty that their goods, when made, will pass the Hall.

IT RUNS WITHOUT WINDING.



G. Farrer, watchmaker with H. C. Warner, has invented one of the most peculiar clocks of the nineteenth century. It consists of a plate-glass dial suspended from the ceiling, and all the parts of it that are visible are the two hands, the pivot upon which they swing, and the dial. It is marked "Gravitation Clock," and not one person in 1,000 who passes it has the faintest idea that it is the most ingenious device of the century. Many clocks with glass dials have the works of a watch as their motive power, but this clock has no motive power that is visible.

Mr. Farrer worked on the invention for six years before he succeeded in perfecting it. He alleges that the only motive power is the gravitation of the earth, and that the clock will run on forever without winding. The only imperfection is that it loses from four to five minutes a day by reason of the friction of the hands on the pivot, and, therefore, the hands require to be regulated once in twenty-four hours.

He showed a reporter yesterday something about the way the clock worked. When the hands pointed to a quarter past one Mr. Farrer caught hold of them, brought them together and sent them twirling around the dial like the winder of a wheel of fortune. After oscillating until the momentum had been overcome, the hour hand and the minute hand resumed their respective and proper positions, still marking the correct time. At 1.20 he did something still more remarkable. He slipped the minute hand off the pivot and laid it on the counter. At the end of six minutes he replaced it and sent it twirling around the dial. When it came to rest it settled at the right place, twenty-six minutes past 1 o'clock.

The hands are of tin and are hollow, and perfectly balanced on the pivot. Mr. Farrer says they are moved by the gravitation of the earth, but it puzzles the spectator to account for the motive power that raises them after they reach 6.30.

All kinds of theories are afloat to account for this. Some people say that the hollow hands are filled with fluids of different densities that overcome the gravitation of the earth when the hands reach that point. But Mr. Farrer keeps his secret, and rejoices over the mystification of the beholder. He insists that electricity is not the motive power.—*Fresno, Cal., Republican.*



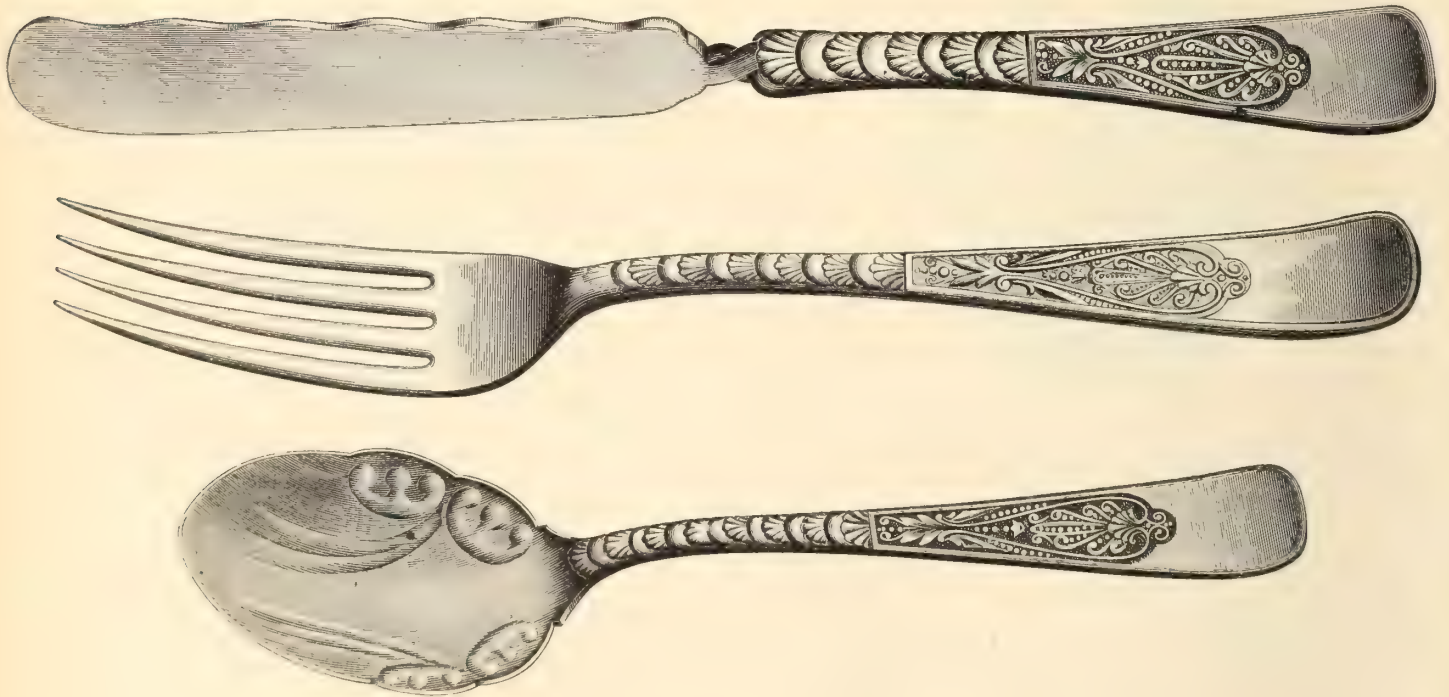
THE TORONTO SILVER PLATE CO.

"GREEK."

A NEW PATTERN IN ELECTRO-PLATE.

AT USUAL FANCY LIST PRICES.

DISCOUNT QUOTED ON APPLICATION.



E. G. GOODERHAM,

Manager.

J. C. COPP,

Sec.-Treas

TORONTO CANADA.

DIAMOND THIEVES OF ZULULAND.



HE illicit diamond buyer, who incites the Kaffirs to steal diamonds, is a thorn in the digger's side. Often the illicit buyer gets a \$4,000 stone for \$400, but if he is caught in his crooked work and convicted he is sure to suffer a penalty of fifteen years' hard labor. The law is very stringent, and there is no way of getting away from it. It is illegal to own a diamond unless one is a claim holder or a licensed buyer. If a private individual wishes to purchase a stone or two for himself, he must first obtain a permit from the authorities. These precau-

tions will be seen to be necessary, because the value of the diamond, its portability, the facility with which it can be concealed, and the uncertainty regarding its existence, make it a source of temptation to dishonesty among all classes. It is, therefore, against the law for any one, even if a licensed buyer, to purchase a diamond from any one not a claim holder, unless he can produce his permit.—*Globe Democrat Book Review.*

ELABORATE WATCH DIALS.

Alcide Peridier, of the Waltham Watch Company's dial department, spent the most of last summer in his native home, France. While over there he saw many new things, and got many new ideas in the dial business. One of the most important was that of glass dials, with jewels inlaid upon the surface of the dial. The dial is painted and fired once, and the jewels are inserted and a gloss put over them. The dials are made of black enamel as well as white. These dials are of unusual interest, especially to those who work in the trade. The process of doing them is entirely new in this country. Supt. Fitch was much pleased when Mr. Peridier showed him them, and the A. W. W. Co. will at once start to make them. Mr. Peridier will have a room built at the west end of the dial factory, and will start at once to make them for this company.—*Waltham Free Press.*

A LUCKY FIND.

One of the luckiest finds of which we have heard recently was made on Saturday afternoon. Mr. W. Munks, who had previously obtained permission to wash the debris with which the yard of Mr. Lang's house in Bean Street is paved, commenced operations in the morning, and before he had been long at work he brought to light a magnificent white stone over thirteen carats, and valued at £360. The tailings which cover the yard for a thickness of about ten feet were originally brought from Swaeb's Gully, and if Saturday's operations are a fair average day's work, somebody ought to reap a small fortune from that back yard.—*Kimberley Independent.*

YE OLDEN TIMES.

HOW MAIDEN LANE GOT ITS NAME.



IT was in the year 1680 that Maiden Lane was first marked out as a street. It was then the bottom of a little valley. Springs welled up from the Broadway ridge, combined their tiny streamlets, and formed quite a brook, running down to the East river, exactly on the present site of the lane. This ravine was called by the early Dutch inhabitants, "The Vley," which translated means "The valley," and as Vley was pronounced by the English Vly, the market which was situated at the foot of the lane was called the Fly Market, which title it retained until the structure was demolished.

In 1660 and many years thereafter, the daughters of the old Knickerbockers came in troops on washing days to spread their clothes upon the smooth, grassy slopes which rose from the valley westward as far as King (Pine) street, and eastward to Golden Hill (between John and Fulton streets). When they had covered these fields with newly cleaned apparel, they would run and romp or loiter along homeward on the margin of the tiny streamlet while their merry voices started the woodland echoes in the forests about the Park and Beekman streets.

Passing up to Broadway they found a good path in the Indian trail to the Battery, and finally entered the city by the gate at the corner of Broadway and Wall street. Their constant goings to and from the valley soon made a beaten track along the rivulet which, by universal consent, was denominated by the Dutch, Maagde Padtje (the Maiden's Path) and by the English, Maiden Lane.

In its ancient history no records can be found which give to Maiden Lane more than two celebrated buildings—Fly Market, on the street just below Great Queene (Pearl) street, and Oswego Market, which was on the corner of Broadway. In 1676 it was advised that the slaughter houses then at the foot of Wall street should be removed without the city, and they were accordingly located in the valley, about the present corner of Maiden Lane and Pearl street.

Formerly Maiden Lane was much lower at the juncture of Pearl street and up to Gold than at present, the tide water coming sometimes nearly as far up as the angular corner at the intersection of Crown (Liberty) street. Maiden Lane was then very narrow, with an open gutter in the middle, down which in rainy weather ran a torrent of water from the hills on either side sufficient to prevent foot passengers from crossing below William street. Before the street was built up there were many pretty cottages on the western side, some of them inhabited by the very pink of Knickerbocker aristocracy.—*From New York City in Olden Times.*

LONG MEASURE. — It strikes me you have got the longest miles in the world, said a pedestrian, as he wiped the perspiration from his brow. — No, answered the intelligent native, taking his pipe from his mouth, — it isn't the fault of the miles, but as they were making the road they ran short of milestones so they only put one down for every two miles.



YOU WILL DO WELL

TO EXAMINE THE FOLLOWING LIST OF STANDARD STAPLES
SUCH AS ARE LISTED BELOW.

PLEASE SEND IN YOUR ORDERS AT ONCE FOR ANY GOODS YOU MAY REQUIRE AS
WE WISH TO KNOW HOW MANY OF OUR CUSTOMERS READ THIS PAGE.

WATCH MATERIALS, INCLUDING SPRINGS, HANDS,
JEWELS, STAFFS, WHEELS, ETC.

THE GRAVIER MAIN SPRING IS THE BEST SPRING
OFFERED TO THE TRADE.

Clock Materials, 1 and 8 Day Main Springs, Keys, Cord, Pendulum Wires and Balls, Bell Wires, Clock Washers
Clicks, Rivets, Hairsprings, Hands, Alarm Indicator Hands,
Nickel Clock Trimmings.

WHITCOMB and Webster-Whitcomb LATHES.

Findings, Sundries, Etc. Brooch Pins, Ear Wire, Scarf Pin Stems, Button Backs, Joints, Catches, Bars, Swivels
Bows, Jump Rings, Bracelet Chains, Eye Glass Chains, Push Caps,
Push Pieces, Silver Sheet and Solder, Etc.

BUY A GROSS OF AMERICAN SCREWS,
ASSORTED.

WE SUPPLY THE BEST GOODS AT LOWEST
PRICES.

GENERAL SUPPLIES. —Pegwood, Pith, Watch Glasses, Clock Cord, Saws, Files, Watch Keys, Watch Crowns
Rouge, Tripoli, Watch Oil and Clock Oil. Watch Brushes, Clock Brushes and Circular Polishing Brushes,
Buffs, Scratch Brushes, Hand Scratch Brushes and Inside Ring Scratch Brushes, Solder, Wire,
Tags, Cards, Batting, Musical Box Springs, Watch Case Fly-Up Springs and Locking
Springs, Composition Fly Springs, Steel Chains, Silk Alberts, Guards,
Eye Glass Guards, Etc., Etc.

P. W. ELLIS & CO., - TORONTO, ONT.

31 WELLINGTON ST. EAST AND 40 FRONT ST. EAST.

NOTE OUR JEWELRY DEPT. AD. ON PAGE 2 OF COVER.

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the jewelry business that they think would be of interest to the Trade generally.

MR. A. C. ANDERSON has just returned from a very successful business trip through Manitoba, the North-West and British Columbia.

CHEAP SILVER BRACELETS.—We have pleasure in directing the attention of our readers to the cheap line of silver bangle bracelets advertised by G. H. Lee & Co., the manufacturing jewelers of Hamilton, Ontario.

MR. W. A. CRISP has opened out a new jewelry business at Portage la Prairie, Man., and hopes that by selling goods at right prices and paying strict attention to business, to merit a fair share of the public patronage.

CHANGE OF PLACE.—Mr. John Allen, retail jeweler of Stouffville, has removed his business from that place to the town of Newmarket, Ont., where all price lists, catalogues and registered letters should be addressed to him in future.

LAI D UP.—Mr. George J. Bray, the popular traveller for Edmund Scheuer, the wholesale jeweler of this city, has been laid up at his home in Simcoe for the past fortnight. He expects to be on the road again as well as ever in a few days.

MR. B. RICHARDSON the retail jeweler of Aurora, has been laid up for nearly six weeks with a very severe attack of *la grippe*, which at one time seemed as if it would get the better of him. He is now we are happy to say on the fair road to complete convalescence.

FIRE.—We are sorry to learn that the stock of Mr. John A. Van Gunten, jeweler, of Galt, was damaged by a fire which broke out in the block he was in on the night of March 3rd. Mr. Van Gunten's loss was, we are happy to say, fully covered by insurance.

SALE OF STOCK.—The bankrupt stock of Emile Waladt, retail jeweler, of Toronto, was sold last month by the assignee *en bloc* by public auction. The stock was valued at \$1,900, and brought 30 cents on the dollar, the highest bidder being A. Davies of this city.

FIRE.—The jewelry establishment of A. H. Welch, 31 Adelaide street west, Toronto, was damaged to the extent of \$25 by fire at midnight on the night of the 26th March. Luckily for Mr. Welch the fire, which was immediately above the furnace, was discovered before it had time to become dangerous to the building.

MR. HENRY SMITH, of the Goldsmiths Stock Company of this city, has been confined to his house for nearly two weeks during the past month with a severe illness which temporarily prevented him from locomoting on foot as usual. We are glad to learn that he is around again and expects soon to be as well as ever.

FAILED.—Messrs. J. Shapira & Co., who opened out a clothing and jewelry business at Valleyfield, Que., last fall are now absent, and there are few assets on the premises. Their liabilities are \$6,000, mostly owing to Montreal and Toronto houses. The estate will probably pan out but little for the creditors.

THANKS.—We have to thank the Hon. Hiram Howard, of Howard & Sons, Providence, R.I., U.S., for a copy of his sixty-page pamphlet entitled *A Plea for Progress*. It sets forth the municipal needs of the city of Providence in great shape, and is particularly hard on the unprogressive clam.

ADVANCED.—The Canadian jobbing trade received a circular from the Waltham Watch Co., on the 21st March, notifying them of a considerable advance in the price of Nickel Screw Bezel and "Century" Double Stock Silver screw Bezel Cases. The advance in prices to take effect from date of circular.

DOING UP CANADA.—Messrs. John L. Sheppard, of the Keystone Company, and J. M. Morrow, of the Columbus Watch Company, were

in the city on the 13th of last month on business for their respective Companies. As they both left the city feeling happy, it is reasonable to conclude that they had a successful trip and sold lots of goods.

SEIZED BY THE SHERIFF.—The stock of E. J. Schreck, retail jeweler of St. Thomas, Ont., was last month seized by the Sheriff under an execution for a debt of \$217 32 due to one of his Toronto creditors. Mr. Schreck got behind with his creditors some six years ago, and ever since then seems to have had a very hard road to travel commercially.

PRESENTATION.—As an evidence of his popularity amongst his fellow employees, Mr. W. F. Tobey the genial manager of R. Hemsley's Notre Dame Street jewelry store, was last month presented with a handsome silver tea service, on the occasion of his marriage. We congratulate Mr. Tobey and wish him and his partner a long life of prosperity and happiness.

SELLING OUT.—Messrs. Paterson Bros., the well-known retail jewelers of Bleury St., Montreal, are desirous of disposing of their business, as they propose to spend the remainder of their days in their native town in Scotland. As this is one of the best established jewelry businesses in Montreal, anyone wanting to step into a good thing from the start would do well to look into the matter.

CAN'T COME BACK.—The Canadian creditors of John Carswell, the absconding Montreal jeweler, had that worthy arrested on his arrival at Liverpool, England, intending to bring him back to Canada for trial. A severe illness has prevented this being carried out, at least for the present, but they will have the satisfaction of regaining about \$500 worth of goods found in his possession, and paying about \$1,000 for so doing.

A CANADIAN TOWER CLOCK.—The tower clock recently placed by Messrs. J. E. Ellis & Co., of Toronto, in the tower of the new post office in Hamilton, is the first of its kind ever manufactured in Canada, and is a credit to the country as well as to the above firm who made it. It will have four dials, each 8 feet in diameter, and its striking force will be equal to 3,500 pounds.

CUSTOMS SEIZURE CONFIRMED.—After a good deal of delay, the Customs Department at Ottawa have confirmed the confiscation of Watchmans' time detectors, seized from the Cleveland Manufacturing Co. at the port of Montreal for being entered under their proper value. The amount involved was about \$1,700 and it is said the Company intend to appeal against this decision.

MR. GEORGE ELLIS, one of the representatives of the firm of P. W. Ellis & Co., held a business reception at the Rossin House, in this city, for nearly a week during the early part of March. It is needless to say that it was largely attended. Most of the leading retail jewelers put in an appearance, and one and all of them came away thoroughly satisfied with their experience.

A GOOD SHOWING FOR CANADA.—The government trade returns for the first eight months of the present fiscal year are satisfactory, our exports showing an increase of nearly \$10,000,000 over the corresponding period of last year. The duty collected is a million in excess of the first eight months of 1888-9. Although trade is undoubtedly dull there is some little commercial sunshine in figures like these.

GOING FOR PEDDLERS.—James Williamson, a peddler of silverware, was fined \$25 by Mayor Lutz, of Galt, Ont., for peddling without a license. Evidently the Mayor of Galt is rightly of the opinion that itinerant silverware dealers have no right to do business in the town over which he presides, without contributing to the taxes the same as the resident jewelers are compelled to do.

A BAD MAN.—A stranger entered W. R. Jackson's jewelry store in St. Thomas, Ont., last week and asked to look at some rings, and while looking over the lot slipped one into his pocket. He was observed by the clerk and as he was leaving the store was stopped and made to disgorge. He was not arrested as he should have been and an example made of him to deter others from trying it on in a similar way.

INCORRECT.—An item has been going the rounds of the American jewelry journals to the effect that the wife Mr. Edmund Scheuer, wholesale jeweler, died last month at her husband's home, 132 Carlton Street, Toronto. Although Mr. Scheuer suffered a bereavement last



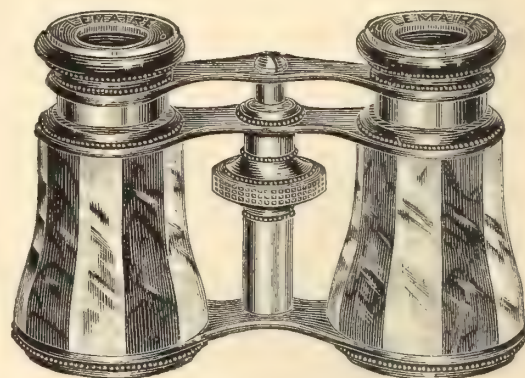
THE GREAT OPERA GLASS TRIAL.



LeRoi vs. Lemaire.

THE INTELLIGENT JURY CONSISTS OF THE
JEWELERS OF CANADA.

Verdict in Favor of the Plaintiff.



Whenever and wherever LeRoi's Glasses are fairly compared with the best makers they are universally accepted as **SECOND TO NONE** in quality, while the prices are from 10 to 25 cheaper. Never buy without seeing LeRoi's Goods.

SOLE AGENTS FOR CANADA:

The HEMMING BROS. CO., Ltd., 76 York St., Toronto.

FOR TIME, APPEARANCE AND GENERAL SATISFACTION,

THE

WATERBURY WATCH

**Is UNEQUALED by any other low priced Watch
IN THE WORLD.**

There is a larger percentage of profit in the sale of **WATERBURY WATCHES** than **ANY** Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.

THE WATERBURY WATCH CO.

81 KING STREET EAST,

-

TORONTO, ONT.

month by the death of his mother-in-law, we are glad to say that the report of his wife's death is incorrect, as that estimable lady is still enjoying as good health as usual.

REMOVAL.—Mr. W. F. Doll, the wholesale jeweler of Winnipeg, Man., has removed his business to his new premises, 433 and 435 Main St., in that city. These premises Mr. Doll has had fitted specially with a view to the requirements of his large and growing trade in watches, clocks, jewelry and plated ware, and the trade of the North-West will now find him in good shape to handle all orders entrusted to him promptly and accurately. Call and see him when in Winnipeg.

A BAD LAY-OUT.—If the American government levies its proposed duty of five cents a dozen upon eggs imported from this country, the champion of the great Canadian hen says it will be a cold day for her, and she will be compelled to go out of business. In this we differ with our esteemed and genial friend, farmer Smith, M. P. Duties may come and duties may go, but our great Canadian hen will in our opinion be found pushing business as vigorously as ever at the old stand. You can't check the real Canadian hen.

DEAD.—Mr. R. Morrison, of the old and well-known firm of J. W. Miller & Co., retail jewelers of this City, died on the 16th March after a short illness. Mr. Morrison was one of the oldest jewelers doing business in Toronto, and was a great favorite amongst the circle in which he moved. His remains were interred in the Necropolis, the service at the house being conducted by the Rev. C. Ruttan, rector of Norway. Over fifty carriages followed his remains to the cemetery, showing how warm a place he occupied in the hearts of those who knew him.

PUSHING TRADE IN THE TERRITORIES.—The retail jewelry trade of Manitoba and the North-West, certainly have no cause of complaint against Ontario jobbers on the score of not being called on by them. During the past month the following "Knights of the Road" have been doing the grand tour in that part of the Dominion: George Chillas, wholesale jeweler, Toronto; R. Russell, representing Levy Bros., Hamilton; A. W. Dixon, representing P. W. Ellis & Co., Toronto; C. D. Maughan, representing the Goldsmiths' Co., Toronto, and A. C. Anderson, of Toronto.

TARIFF CHANGES.—As will be seen from the Ottawa parliamentary despatches, amongst the proposed tariff changes are three which will affect the jewelry trade in some slight measure. One is a raise in duty on watch cases from 25 to 35 per cent. *ad valorem*. Another change is the reduction in precious and imitation stones for the use of manufacturing jewelers from 20 to 10 per cent. *ad valorem*. The third is a reduction from 35 to 10 per cent. *ad valorem* on clock movements and parts thereof. So far as we can see all of these changes will work to the advantage of the trade in Canada.

AS OTHERS SEE US.—Writing in the *Keystone*, of the good time the invited American guests had at the banquet of the Canadian Jobbers Association last month, our friend John L. Sheppard says: "I may also add that it is the hospitalities of these Canadians that makes so many of our people want them to come into our family of prosperous States, but for my part I think Canada is able to work out her own salvation, and if all trades are as intelligent and patriotic as the jewelers, Canada has a glorious future, and to this I am sure the *Keystone* will agree." Right you are John, you have sized up the situation pretty accurately.

IVORY SCARCITY.—In spite of the wonderful stories about the very large amount of ivory discovered in the country recently opened up by Stanley, an English exchange says that "the supply of ivory for the January sales is again far short of the requirements of the Sheffield trades." The recent unsettled state of the markets has rendered the lot of a Sheffield ivory cutter far from being a happy one. The loss on ivory cutting has been in point of fact very considerable, even when the extra prices recently obtained have been taken into account. Those silversmiths and cutters who do not cut their own ivory have certainly at present a considerable advantage over those who do.

RUNNING AGAIN.—We paid a visit of inspection last week to the warerooms of Mr. Harry Ellis, who was burned out about a month ago. The premises have been refitted in a very substantial manner and now present a much more attractive appearance than they did be-

fore the fire. The walls and ceiling are lined with the best clear white pine, oil finished, while the office partitions, shelving and counters are made of hard wood, stained to imitate oil finished mahogany. Mr. Ellis effected a favorable settlement with the insurance companies and is again going along as swimmingly as if no fire had ever happened. When our readers are in the city, they should give him a call and see his new premises.

A GREAT RECORD.—Seven of J. & J. Taylor's safes were in the great fire which occurred at Regina, N. W. T., on the 15th of March, and in every case, although subjected to the most intense heat, the contents were taken out uninjured. The owners were so much pleased with the way in which their safes carried out the makers' guarantee, that they have one and all re-ordered new safes from the J. & J. Taylor Company. The moral of all such occurrences is that when a man buys a safe he should see that it comes from a thoroughly reliable firm, whose goods have proved themselves to be just what they are represented by such practical tests as these great fires must necessarily be.

A DIFFERENCE.—The jewelers' banquets for the year 1890 are over, both in the United States and Canada, and in looking over the account of them one cannot but be struck with the contrast afforded between these two countries in the way of speakers. In Canada the jewelers do all the speaking themselves, in the United States they invite outsiders to do the talking, while the jewelers sit back in their chairs and do the listening. Is this as it ought to be? From what we have seen of United States jewelers, they are clever enough to make fully as good speeches as those given by the professional speakers they import into their entertainments, that is if these gentlemen's speeches are delivered as they are reported by the jewelry journals of that country.

MR. GEORGE ANDREW, the well-known retail jeweler of Winnipeg, Man., is endeavoring to effect a compromise with his creditors. His liabilities are said to be in the neighborhood of \$15,000, which is mostly due to Montreal and Toronto houses. During the Manitoba land boom Mr. Andrew made a lot of money which he locked up in real estate, but not being able to realize the cash for it before the boom collapsed, he has been saddled ever since with a heavy load of interest which has kept his nose pretty close to the commercial grindstone. He is one of the most honest and popular jewelers in the North-West, and stands so deservedly high in the estimation of all who have had any business relations with him, that it is thought he will have little or no trouble in effecting a favorable settlement with his creditors.

LAI'D UP.—Mr. Fred Thayer, the well-known wholesale jeweler of this city, has been confined to his house for the past fortnight with a serious attack of *la grippe*. It came on while he was away on the road, but as he considered business of more importance than the grip, he tried to put it off with his usual off hand manner. His visitor, however, stuck to him in pretty much the same sort of fashion as jewelry travellers are said to stick to their customers, with the result that Mr. Thayer had not only to keep an appointment with Mr. Grip, but to spend two whole weeks of his valuable time in finding out the true inwardness of his business. We are glad to say that Mr. Thayer has at last succeeded in getting rid of his very troublesome guest, and he sincerely hopes he may never have a call from him again.

A DIAMOND THIEF.—Some weeks ago a diamond merchant of New York, named Gingsberg, entrusted one Jacob Hyam with a number of valuable diamonds to dispose of on commission, Hyam being a friend of Gingsberg's and therefore trusted. Hyam, a few days after receiving the gems, disappeared, and after a long search Gingsberg discovered that Hyam was in Montreal. Mr. Gingsberg arrived there in company with Private Detective Bluett, of Toronto, and immediately got on Hyam's track. Bluett received from the absconder over two thousand dollars' worth of diamonds, upon securing which Gingsberg decided to forego punishing the offender. Gingsberg has returned to New York well satisfied that his loss is not greater, while Hyam will probably remain in Canada to ruminate upon the mutability of riches, especially in the shape of stolen diamonds.

TRADING WITH JAPAN.—The Toronto Silver Plate Company of this city, last week received a large order from Japan for silverware of special design intended for use in "Club Hotel" (Limited), of



TO THE TRADE.

W^E HAVE purchased the right to manufacture **INLAID SILVER SPOONS AND FORKS** in the Dominion of Canada, and are now placing these goods on the market. We wish to call your attention to the superiority of the **INLAID SILVER GOODS** over all other Spoons and Forks heretofore manufactured.



The accompanying cuts represent our Forks and Spoons before plating, which in process of manufacture have a portion of the metal cut out where they rest on the table, the cavity thus made being **FILLED WITH SOLID SILVER**. They are then plated with pure silver, 8 oz. plate, (twice the weight of silver deposited on the regular A 1 goods) and are the same in appearance as other plated ware, the filling not being visible. **THIS EFFECTUALLY OVERCOMES** the great objection that has always been found with plated Spoons and Forks. Even the "Sectional Plate" which has an extra coating of silver at the rest points will wear through long before the other parts having the lighter plate, the wear being so great at these points. Our goods are manufactured from 18 per cent. nickel-silver only, are plated with pure silver, and we **ABSOLUTELY WARRANT THEM TO WEAR 20 YEARS**. A guarantee is placed in each box. All our goods are done up in satin-lined rack boxes, containing one dozen. Every piece is stamped **INLAID SILVER, PAT'D**.

This class of goods has been on the United States market for the past two years, and has almost entirely superseded "A 1" and "Sectional" goods. The trifling extra cost makes "Inlaid Silver" fully 75 per cent. better value than the lines referred to.

Any dealer can sell, and confidently recommend them for all practical purposes equal to solid silver.



PRICE LIST.

TEA SPOONS, - - - -	Tipped and Windsor, \$ 6 50	Fancy Patterns, \$ 7 00
DESSERT SPOONS, - - - -	" " 11 00	" " 12 00
TABLE SPOONS, - - - -	" " 13 00	" " 14 00
DESSERT FORKS, - - - -	" " 11 00	" " 12 00
MEDIUM FORKS, - - - -	" " 13 00	" " 14 00

SUBJECT TO THE REGULAR TRADE DISCOUNT.

THE INLAID SILVER CO. - TORONTO, ONT.

Yokohama, which, when completed, will be one of the most luxurious and exclusive resorts in that country. This is but another instance of Canadian manufacturing enterprise under the stimulating influence of the N.P. As will be seen by the Company's advertisement on another page, they have just put on the market a very choice line of ornamented flatware of their new "Greek" pattern. They are sold in plain silver and oxydized, and are elegant enough to be mistaken for solid silver by any person who is not an expert in the business. The Company also report a large and increasing sale for their new silver metal flatware advertised in last month's *TRADER*.

GOT OFF.—The trial of Phillips & Maloney, of Montreal, for fraudulently obtaining goods from Von Reinholdt, one of P. W. Ellis & Co.'s travellers, the particulars of which were fully published in *THE TRADER* at the time it occurred, took place last month in that city, and resulted in the acquittal of the prisoners, much to the surprise of the general public and the trade generally. As the Messrs. Ellis & Co., some time ago, received all their property back, the result of the trial in no way directly affects them. Mr. M. C. Ellis was one of the principal witnesses for the Crown, and won golden opinions for the manly and straightforward way in which he gave his evidence. His firm are to be congratulated upon the fearless way in which, in the interests of justice, they went for Phillips & Maloney, and if other firms would follow their example in similar cases it would have a good effect.

HOME AGAIN.—Mr. James D. Bailey, the well-known engraver and athlete of the jewelry trade, who has for the past year and a half been living "away down South" in Texas, has again come back to live in the Queen City of Canada, the place of his birth. On his way here James had a very narrow escape from death, as he was in the big railway smash up which occurred near Buffalo on the Lake Shore road during the early part of the month. He was thrown into the aisle of the car when the collision occurred and got off with a barked nose and general shaking up. Mr. Bailey has made an engagement with the firm of Ryrie Bros., and will hereafter be on exhibition to his friends and the public generally in that firm's new and palatial emporium on the corner of Yonge and Adelaide Streets every lawful day in the week. We are glad to welcome Mr. Bailey back to Toronto, and trust he may now settle down permanently with the feeling derived from experience that after all there is no place like home.

RELIABLE FILLED CASES.—The new "Fortune" rok filled gold case placed on the Canadian market by the American Watch Case Co., of Toronto, has proved itself so much more popular than that Company expected, that they have only with the utmost difficulty been enabled to keep pace with the demand. The "Fortune" contains over one dollars worth more of gold than any similar American watch case imported into Canada, and while it will no doubt wear for fully double the length of time that its snide competitors will, it is sold to the trade at fully ten per cent. less in price. This supplying of reliable Canadian gold filled watch cases to the jewelry trade of this country, instead of snide goods from some of the unscrupulous makers of the United States, is one of the bad wicked things that that terrible N. P. has done to this wooden country, but if it never does anything worse than to put money as well as reliable cases in their pockets, our people will think a good many times before they go in for either Free Trade or Commercial Union, and well they may.

CANADIAN ENTERPRISE.—During a visit to the factory of the Acme Silver Co. of this city last month, our attention was attracted by an immense quantity of silver plated hollow ware which was being packed up for shipment. Enquiry elicited the fact that these goods were going to Australia to fill an order from a wholesale customer in that colony. In addition to the large trade which this enterprising firm are now doing in Australia, they have opened a business in the West India Island, and one of their representatives, Mr. R. C. Merritt, is at present down there canvassing the trade for orders. Ten years ago Canada imported every dollar's worth of silver plated ware her people consumed, to day we have four splendidly equipped factories engaged in the manufacture of these goods, and not only do they practically supply all the goods our own people use, but are now looking abroad for other markets in which to sell their surplus product. If this is one of the evil results of a protective policy, then give us some more of it, say we.

A WELL-KNOWN JEWELER GONE. Few Toronto jewelers were better known to the trade of Canada than Mr. Simon P. Kleiser, who, for the past twenty-five years and more has carried on a jewelry and watch business in this city. For some months past Mr. Kleiser's health has been failing, but it was only lately that he got so bad that he had to give up business and keep to his house. The end came on March 11th, when he passed quietly away surrounded by the members of his sorrowing family. The funeral took place two days after, and was attended by a large concourse of prominent members of the jewelry trade and the citizens generally. The services were conducted by Rev. D. G. Sutherland, D.D., of Elm Street Church. The pall bearers were Mr. Frank Morley, Mr. G. Morley, Mr. John G. Rousseau and Mr. J. L. Kerr. The chief mourners were Mr. Grenville P. Kleiser, the only son of deceased, and Mr. Albert Kleiser and Mr. Augustus Kleiser, brothers. Many beautiful flowers decorated the coffin before the funeral.

ANNUAL MEETING OF THE TORONTO SILVER PLATE CO.—The eighth annual meeting of the shareholders of the Toronto Silver Plate Co., was held at their offices on Monday, the 10th February, at noon. This Company has to be congratulated on the steady increase of its business, a marked assurance that their productions are of acceptable design and good value. The sales for 1889 largely exceeded those of 1888, and the prospects are that the present year will be in advance of all former ones. The old board, consisting of Messrs. W. H. Beatty, president; Alfred Gooderham, vice-president; Geo. Gooderham, Wm. Thomson, Wm. T. Kiley, D. Walker, James Webster, W. H. Partridge and Frank Turner, C. E., were all re-elected. Messrs. E. G. Gooderham and Jno. C. Copp, were again appointed as manager and secretary-treasurer respectively. We feel assured that the same excellence of design and finish will be furnished to their numerous patrons as heretofore, and that under the careful and efficient personal supervision and management of these gentlemen the reputation of the Company for first-class work will not only be maintained but increased. They thoroughly deserve their success.

DECIDED AT LAST.—The Supreme Court of Appeals of Ottawa last month decided one of the most important cases that has come up for some time in connection with the liability of railroads and steamships in conveying travellers' baggage. It was the suit of Dixon (P. W. Ellis & Co.) v. The Richelieu Navigation Co., to recover damages for the stock of jewelry, watches, etc., which Mr. W. A. Dixon, their traveller, was bringing from Montreal to Toronto on the Steamer Passport which went down in the Cornwall Canal. The Supreme Court decided that although the sinking of the vessel and loss of the goods was due entirely to the negligence of the Steamboat Company, yet under the terms of their agreement made with the Commercial Travellers' Association, on whose special ticket Dixon was travelling, the Company was relieved from all liability of the loss incurred by the firm. The firm have made a long and good fight in order to decide this important question, and we are only sorry that the result was not more in keeping with the general feeling amongst the mercantile community, who certainly feel that however the case might be decided on the strictly legal aspect, that so far as justice and fair play went the losers were honestly entitled to some measure of compensation for the loss incurred by them through no fault of their own. Now that this point in law is made clear, commercial travellers carrying valuable samples cannot be too careful about the transportation risks they run in the pursuance of their duties.

DUEBER HAMPDEN GOSSETT. In an interview with Col. Moore, Manager of the Dueber Hampden Co., last month, that gentleman stated that during the past two years their Company had been forced to contend against almost insurmountable obstacles. In building their present magnificent factories on what was two years ago a wheat field, and removing to it the Dueber Watch Case Works from Newport, Ky., and the Hampden Movement Works from Springfield, Mass., it might have readily been supposed that the Company had its hands full, and so they had, but this did not prevent them from making extra efforts, and not only maintaining the volume of their business, but keeping up the high standard of their goods, so that, taking their work altogether, they have accomplished a feat unparalleled in the annals of watchmaking. Now that their buildings are finished, the Company



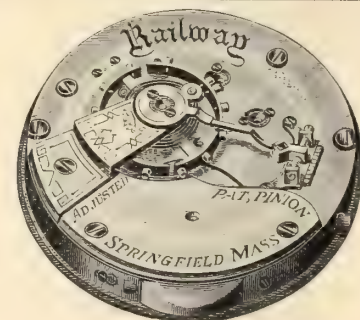
BUY THE BEST. THE HAMPDEN WATCHES



EXCEL ALL



OTHERS



AS ACCURATE TIME-KEEPERS.

The Watch Movements manufactured by the Hampden Watch Co. are the best Movements made, and the guarantee on them is almost without limit.

The Largest Establishment
factory of Watches are the
WATCH CO. & THE DUEBER WATCH



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factories of **THE HAMPDEN**
CASE MFG. CO., at Canton, O.

MORE THAN TWO MILLION Watch Movements and Watch Cases. manufactured by these Companies. are now in the pockets of the people. and all having one in their possession may rest assured that they have the very best Watch made.

Address all orders to

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Sole Canadian Wholesale Agent for the Sale of
HAMPDEN WATCHES.

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SOLE CANADIAN WHOLESALE AGENT FOR THE SALE OF THE CELEBRATED

DUEBER GOLD-FILLED CASES.



"THE BEST IN THE WORLD,"

CONTAINS MORE GOLD THAN ANY OTHER SO-CALLED FILLED CASE IN THE MARKET, AND COMBINES IN ITS CONSTRUCTION ALL THE LATEST PATENTS AND IMPROVEMENTS OF ANY VALUE IN THE ART OF WATCH CASE MAKING.



"THE WORLD'S WATCH CASE."

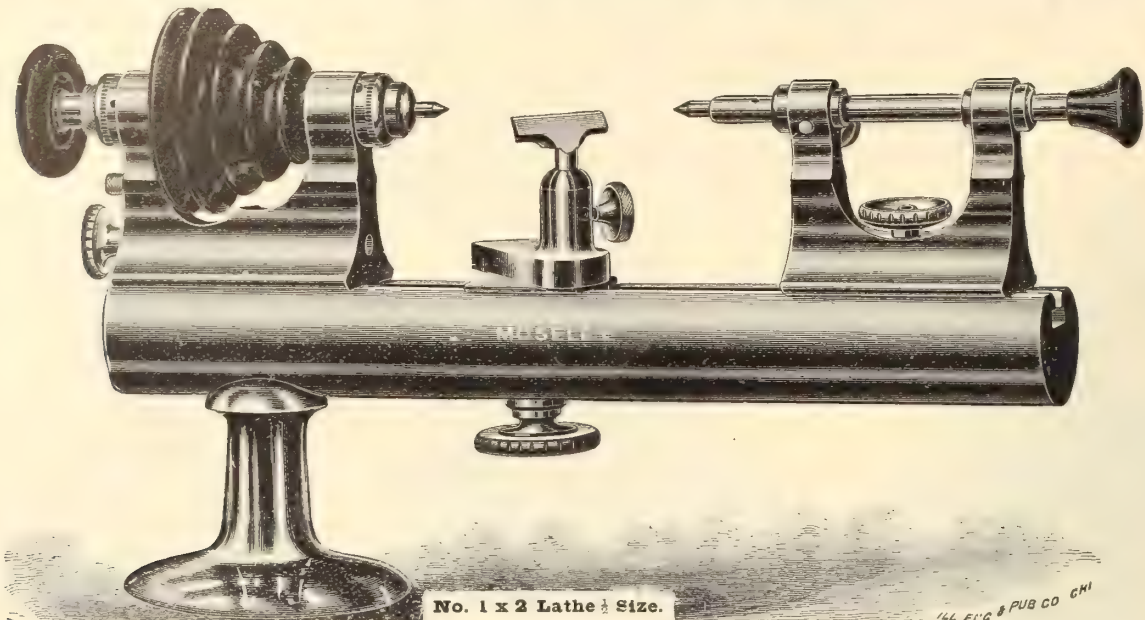
The Dueber Silverine 3 oz. O. F. Bassine, Key and Stem Wind reduced to 95c. each A perfect fac-simile of the celebrated Dueber Coin Silver Watch Case. Color, finish and durability superior to all others. Send for samples and New Dueber-Hampden Price List.

BUY THE BEST, THE DUEBER CASES.

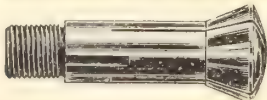


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WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 Lathe 1/2 Size.



No. 1 X 2 WIRE CHUCK.

All our Chucks are stamped "Moseley" on the face and warranted.
Cut of Chucks Full Size.

Note.—The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

ALBERT KLEISER,
NO. 14 KING STREET EAST,

MARTIN'S GENEVA MAINSPRINGS.

This is the finest Spring ever offered to the Trade in Canada. Send for sample doz. and be convinced.

Per Doz.

Martin's Springs for Waltham and Elgin Watches, 18 Size, - \$1 25
" " for Swiss Watches, all sizes, - - - - - 1 00

For Sale only by A. KLEISER, Wholesale Dealer in Watch Materials of all kinds.

Sole Agent for the Dominion for the Moseley Lathe, -
- - Wholesale Dealer in Watch Materials of all Kinds, -
- - - - - TORONTO, ONT.

The Best Line of Rolled Plate Chains.
IN THE MARKET FOR THE MONEY.

STYLES
ORIGINAL.
DURABILITY
GUARANTEED.



J.G.C. & CO.

(TRADE MARK.)

FINISH ALL
THAT
COULD BE
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Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

J. G. CHEEVER & COMPANY,
NORTH ATTLEBOROUGH, MASS., U.S.A.

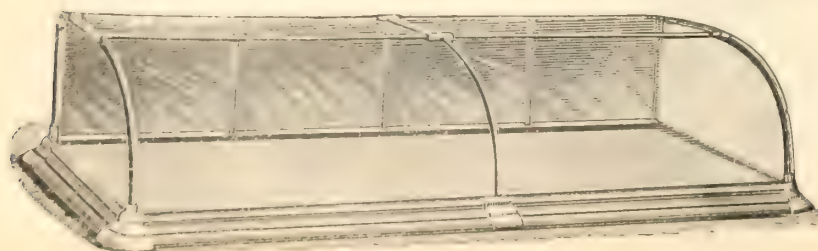
GEO. P. WAGNER.

CARL ZEIDLER.

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DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.
(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver
Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.
Send for Catalogue and Price List.

Chow Rooms Head Office and Factory: West Toronto Junction Ont

have nothing to do but devote themselves to the production and sale of their cases and movements, and Col. Moore thinks they will be able to hang up a record before the end of the year. The output of both the case and movement factories is to be almost doubled before the end of the year, so that those dealers who have hitherto been unable to get all they could use of these celebrated watches, will soon cease to labor under that difficulty. Our jewelers will be glad to know that the Company's Canadian representative, W. A. Young, of London, Ont., is making big preparations for the coming season.

A BAD COUPLE.—Last week a Toronto pawnbroker named Moses Goldstein was waited upon by two men who asked him to accompany them to their home in order that they might sell him a lot of second-hand clothing. On reaching the place the fellows attempted to rob Goldstein, but upon his making a determined fight, they pounded him over the head with a bottle, pitcher and other like chamber utensils, and then after robbing him of his valuables, proceeded to throw him out of the window. The room in which the robbery occurred was in the second story, and fortunately for Goldstein, the window sash caught him by the legs and held him fast, else he must assuredly have been killed by the fall. An alarm was soon given, and Goldstein conveyed to the hospital, where an examination showed the brutal treatment to which he had been subjected, there being no less than twenty-five cuts on his head, some of them over two and a half inches long. The police were soon informed of the circumstances, and at once proceeded to hunt up the miscreants. Fortunately, one of the detectives detailed upon the job managed to board the G. T. R. train upon which they had taken passage for Buffalo, and within two hours after the assault they were safely locked up in the police station. At their preliminary examination they gave their names as Charles and Louis Schoenhals, of New York, watchmakers by trade, but that having had nothing to do for a couple of weeks, and having been entirely without food for three days, they had taken this means of providing themselves with money. Goldstein claims to have had \$200 on his person before the robbery, while they claim that all they found on him was \$19. However, be the amount much or little, it is one of the most brutal attempts at robbery that has ever occurred in this city. The physicians at the hospital at first held out but little hopes of Goldstein's recovery, but at latest accounts he was doing well, and was expected to make a rapid convalescence. It is fortunate for the Schoenhals that this is so, as if he had died they would assuredly have had speedy justice at the end of a good Canadian rope. At their trial they pleaded guilty, but the Police Magistrate has remanded them for a few days until he can find out from New York something about their antecedents. Whatever the report from New York may be, we think it is highly probable that they will not only find regular employment, but three meals a day in our Central prison for some years to come.

A DIAMOND THIEF COMES TO GRIEF.—If American diamond thieves and other thieves are well advised, they will give Toronto, and especially the wholesale dealers in diamonds therein, the cold shoulder in future. In fact, so many of them have found that they had but to offer goods here to ensure certain capture, that we wonder how any well-informed thief with ordinary prudence would venture into the toils in the easy way in which they appear to do. About two weeks ago a well-dressed stranger dropped into one of our prominent wholesale diamond dealers and wanted to dispose of some unmounted diamonds. He gave his name as Mr. Watson, and stated that he was travelling through Canada for pleasure in company with his wife and thought he would see if he could not also do a little business in order to make the journey interesting. The impression he made on the Canadian wholesaler was not a favorable one, and it resulted in that gentleman's writing to Sanford & Cook, diamond merchants of New York, asking for a description of their Philadelphia agent, who had skipped out with a lot of their goods a short time previously. The firm replied giving a detailed description of the absconder, which tallied so closely with that of the stranger offering the diamonds that acting under their further instructions to have him arrested, they placed the matter in the hands of the Toronto police. Detective Burrows came across the party soon after being put on the case, and conveyed him to the headquarters of the police. On being searched, a small handful of

diamonds worth about \$2,000 was found on his person, which were at once taken possession of by the authorities. The man's real name turns out to be Henry D. Le Cato, and up to a recent date he was Sanford & Cook's trusted resident agent in the city of Philadelphia. Within the last three months he had been gradually falling behind in his accounts, and about the middle of February, just as one of his employers had started for Philadelphia on a visit of investigation, Le Cato closed up his office and disappeared with about \$13,000 worth of the company's diamonds. Not the slightest trace of his whereabouts could be obtained until he aroused the suspicions of the Toronto diamond dealer, whose clever manipulation of the case caused his arrest. Le Cato took his arrest very coolly, and consented to go back to the United States without any trouble, which he did in company with his wife and Detective Cuddy. At the Suspension Bridge he was handed over to the United States authorities for trial.

THE BANKING BILL.—Last week the Hon. George E. Foster, the Minister of Finance, introduced the new Government Banking Bill in the House of Commons of Canada. In an able speech he pointed out the course of banking legislation since confederation and then gave the reasons for the changes in the proposed Act. The Government seem to have accepted the present Banking Act as the foundation of the new Bill and have made as few departures from it as they could. The changes are substantially as follows:—

1. The bank notes of all Canadian banks to pass at par within the Dominion, the banks to make arrangements among themselves to carry this out.

2. The notes of insolvent banks to be redeemed by means of a fund to be called the bank circulation redemption fund, and be made up by taking a certain percentage of the average circulation of the banks, this percentage being 2½ per cent. for the first two years, from July 1st, 1891, making 5 per cent. altogether, which, on 30 millions of circulation, will leave a million and a half always in the hands of the Government, the Government to pay interest at 3 per cent. per annum on these moneys; notes of insolvent banks to bear interest at 6 per cent. until notice is given for the liquidation of the notes.

3. Limitation of the number of banks by providing that before any new institution can commence business \$250,000 must have been paid into the Receiver-General.

4. Introduction of a compulsory audit system under the supervision of the shareholders.

Mr. White, M.P. for Montreal, by way of Cardwell, Ont., has given notice of the following proposed amendment, the object of which is said to be to let the Bank of Montreal out:—

"Any bank which may hereafter make a deposit with the Finance Minister of the bonds of the Dominion of Canada to the amount of the maximum circulation shall be relieved of the obligation to contribute to the five per cent. guarantee fund, and shall be entitled to print upon the face of its notes the words "secured by a deposit of bonds with the Government of Canada."

While the changes above outlined are important in many respects, in our opinion they do not go far enough in one very important essential, and that is there is no advance towards a national currency. No matter whether our bank bills are guaranteed by the Government, or in the way proposed by the new Act, we contend that all bills should be printed by the Government for the Banks just as in the United States, and that instead of having twenty-five or thirty banks issuing their own bills of every conceivable design as is now done, there should be but one kind or design of bill of each denomination. Of course such bills could easily have the name of the particular bank for whom they were issued printed upon them just as is done on American currency, but such a system would save a lot of confusion and give us what we now want very badly, a national currency that would be so simple in its general appearance that the public would get to know all about it in a few weeks. As things now stand, and as they are likely to remain, so far as we can see for anything set forth in the bill, nobody with less experience than a bank teller can keep the run of Canadian bills in his head, or form the faintest idea whether they are genuine or counterfeit.

CANADA IS ALL RIGHT. The news of the report of the Ways and Means Committee of the U. S. Congress, increasing, as it proposes, the duties on imports of Canadian farm produce of almost every description, has created no little comment amongst commercial circles in this country. In contradistinction to this threat of practical non-intercourse comes almost simultaneously the news of Senator Hitt's resolution in the U. S. Senate which provides for perfect free trade in



LEVY BROS.,

HAMILTON, ONT.

1890 - SPRING - 1890

Will soon be here, and the Public will look for Something New.

Having a very large connection, which enables us turn our
Stock over rapidly and replenish it at short intervals,
we can always show the Latest Goods made.

It would be useless to call attention to any Special Line. We
claim to have a Stock perfectly sorted in each Department,
and can supply everything that a Watchmaker or
Jeweler requires.

Our Travellers are now on the road, and due notice of their
coming will be mailed to you. It will pay you to look
carefully over our Stock. We will make it
worth your while.

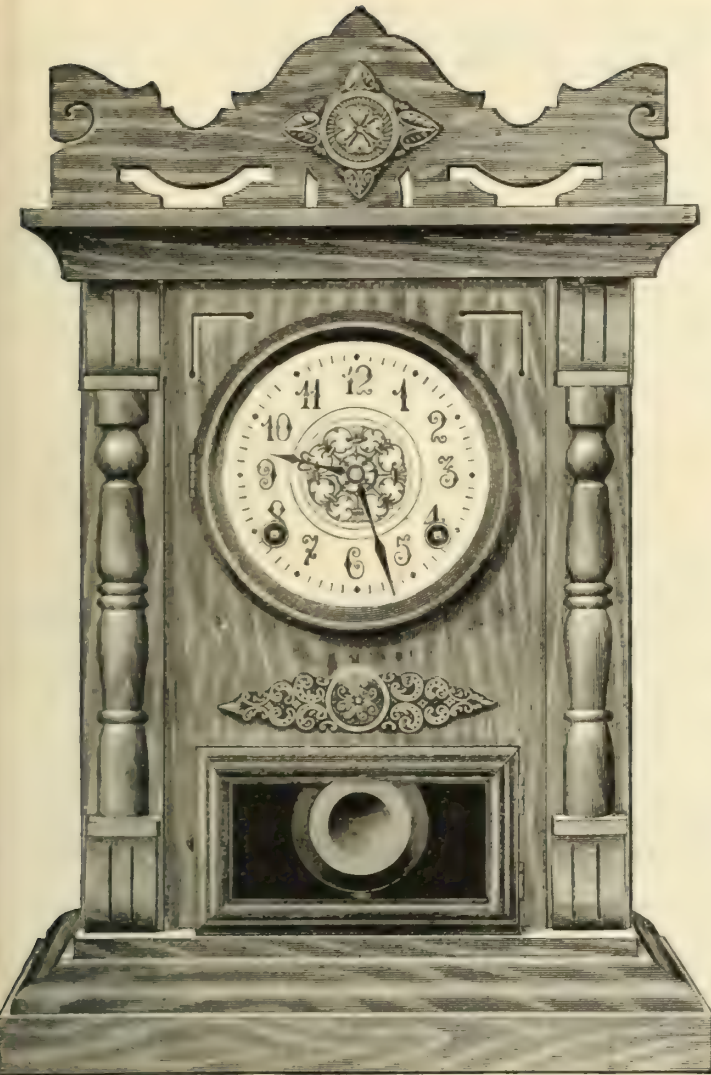
NEW HAVEN CLOCKS

A Large Stock on Hand.

PRICES LOWER THAN EVER.

If you have an Order to Place,
Write us for Figures.

DESIGN! FINISH! PRICE!
UNEQUALLED.



RUSSIA—Height 18 1-2 in. Cathedral Gong.

LEVY BROS.,

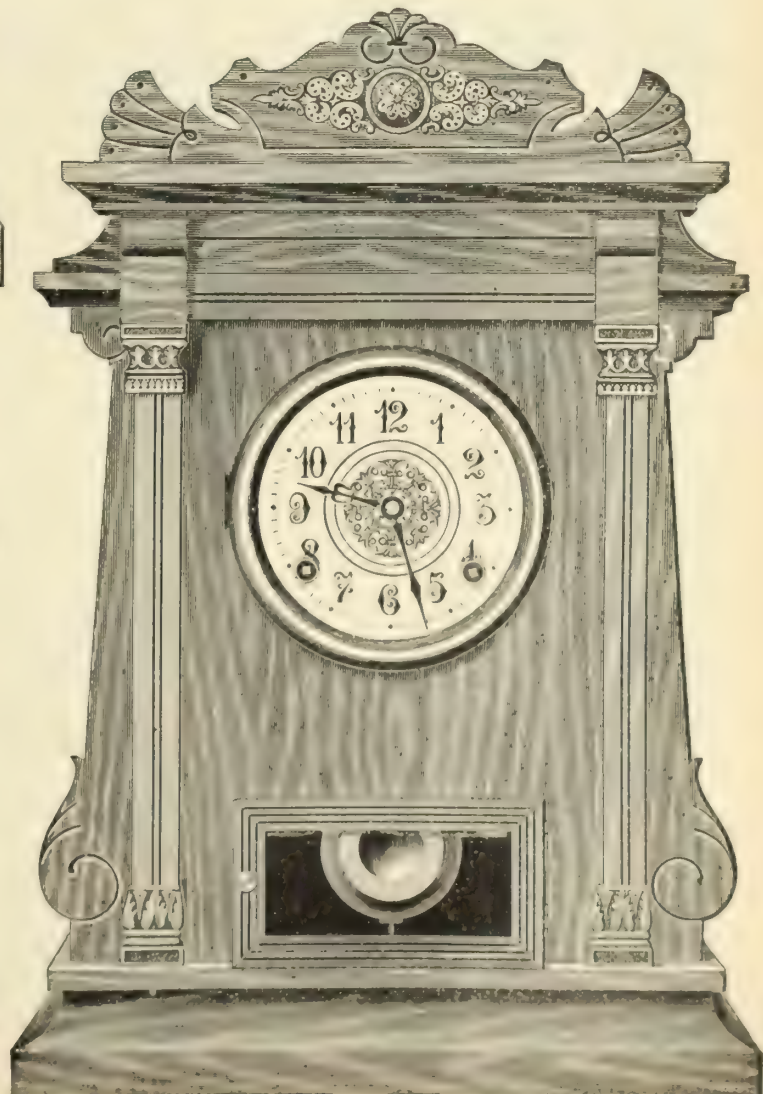
HAMILTON, ONT.,

SELLING AGENTS

FOR

NEW HAVEN CLOCK CO.

FOR CANADA.



SERVIA—Height 19 in. Cathedral Gong.



The Montreal Optical & Jewelry Co., Ltd.

Warehouse and Factory, 1685 Notre Dame St. Montreal.

P. O. BOX 1054.

ONLY MANUFACTURING OPTICIANS IN CANADA.

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

OPTICAL GOODS

Ever Shown in the Dominion.

Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles
AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

Montreal Optical and Jewelry Company, Limited.

\$2.10

Send us \$2.10 and we will send by return mail ONE
 DOZEN Solid Silver BANGLE BRACELETS—6 assorted
 patterns—or 2 doz. for \$4.10; 3 doz. for \$6.00.

G. H. LEES & Co.,
 MANUFACTURING JEWELERS,
 HAMILTON, ONT.

JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

J. S. MURRAY & CO.

GENERAL AND ORNAMENTAL

ENGRAVERS,

ROOM 58,

YONGE STREET ARCADE, - TORONTO.

W. COATES & BRO.,

JOBBER IN

JEWELRY AND WATCHES,

BROCKVILLE, ONT.

C. W. COLEMAN,

10 KING ST. WEST, (up Stairs,) - - - TORONTO.

WATCHMAKER TO THE TRADE.

Importer and Dealer in GRANDFATHER CLOCKS,

QUARTER TING-TANG AND CHIMES.

ESTIMATES FURNISHED FOR TOWER CLOCKS.

T. WHITE & SON,

MANUFACTURING JEWELERS,

LAPIDARIES & DIAMOND SETTERS,

RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.

Canadian and Foreign Stones Polished and Mounted for the Trade.
 N.B.—A variety of Stones and Imitations of all kinds in Stock.

everything between Canada and the United States whenever Canada may see fit to appoint a commission to arrange the details. To the ordinary observer it looks very much like a case of pretty tall bluff, and means, if it has any meaning at all, that Canada must either decide to give United States goods an advantage of from 30 to 50 per cent. over the products of any other country in the world (Great Britain included), or else be shut out completely from her markets. Of course there will not be wanting things who call themselves Canadians who will be willing to do just what the above propositions are intended to effect, sell out their country for the sake of a few paltry dollars, but we have no idea that they will be numerous enough nor influential enough to affect the present loyal attitude of the present government. While the proposed increase in the duties on barley, eggs, horses, etc., going into the United States would be a serious blow to Canada, it is by no means such a one as should knock this country out. Indeed, if we are men at all or have about us any trace of those characteristics which have made the Anglo-Saxon race what it is, we shall simply take the passage of such an act as a notice to look elsewhere for our markets. While such an action may inconvenience Canada, it cannot seriously hurt her, and in the long run will do her good. As we have before pointed out, the United States is neither Canada's natural nor her best market for farm produce. It is true that she uses (to us) a considerable quantity of the produce which we export, but a country which grows five billions of dollars' worth of agricultural products and exports five hundred millions' worth of it to other countries, cannot fairly be said to be languishing for want of the paltry sixteen million dollars' worth that we sell her annually. Our products are too much like those of the United States for it to be truthfully stated that she is our proper complement in a true trade relationship. On the contrary we must from the very similarity of our products always continue to be rivals. The true countries for Canada to seek commercial union and free trade relations with, are those which produce goods and natural products entirely different to our own. For instance, Cuba, the West Indies, Brazil and other South American are countries whose products are the very antithesis of our own; and for this reason they are the very countries with which we should endeavor to cultivate the freest trade relations. We should use our utmost endeavor to make them to Canada what the Southern are to the Northern States, and if we can manage that we shall find ourselves not only free from the perpetual bog of non-intercourse which the United States for years past has held over our heads to keep us in line, but will find that we shall get a higher and more satisfactory price for what we have to sell. Looked at from this stand-point, it seems as though the prohibitory duty now proposed in the United States Congress (if it passes as proposed) may not be an altogether unmixed evil. In order to meet any such emergency our government should subsidize first-class steamship lines to all those countries we have above mentioned, and endeavor in every way that lies in their power to promote an interchange of commodities with them. The trade with the Mother Country can also be much increased by a careful cultivation of the articles demanded by that country and with which they are now largely supplied by the United States. At all events let come out of the episode what may, if Canada does not clearly see that it is her worst policy to put too many eggs into the United States basket, then her people are more obtuse than we have hitherto given them credit for. Forewarned is to be forearmed.

OTHER NOTES.

John Jacob Astor was credited with having the most expensive flunkies in New York. He imported them all himself, and was proud of them.

A New York man was fined \$10 the other day for snoring in church. He was not punished for his irreverence but rather for his awkward way of expressing it.

King Leopold, of Belgium, speaks and writes English with ease and accuracy. He never lets a Sunday pass without writing an autograph letter to his friend and ally, Queen Victoria.

Tamagno, the tenor, was a baggage porter before his remarkable

powers of voice were revealed. He does not favor his former craft, however, when he is on his travels. If a porter demands what he regards as too much for carrying his trunk, he calmly shoulders it himself with all his old-time skill.

Wakeman Holberton, of New York, has completed a book that consists of a single copy that will never be duplicated. It is one of 101 quarto pages of imitation parchment, with every word and illustration of the story of the author's experiences with rod and gun on lake and in field and camp done with his pen or brush. It was prepared by Mr. Holberton for his children.

A professional rat-catcher estimates the number of rats in the United States at five for every man, woman and child in the country. For every child born there are twenty-eight rats, and each rat brought to its death costs the people an average of four cents. He says that if every person in the land should set out to hunt rats for a month the number could not be reduced to less than 100,000,000.

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade. NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

FOR SALE.—Large Safe, Wall Case for Silver Plate, Three Nickel-Plated Show Cases, and Show Fixtures, in one of the best stands in Orillia, two doors from Post Office. Good opening for a practical workman. Will sell for cash or exchange for American watches. Apply to GEO. STRATHERN, Midland, Ont.

FOR SALE.—A Well-Established Jewelry Business, in a thriving town in Western Ontario, including a full set of Watchmakers' Tools. Stock about \$3,000, but will be reduced, if necessary, to suit purchaser. Large repair trade, nice store, low rent, best stand in town. Reason for selling, loss of health of proprietor. Don't apply unless you mean business. For full particulars, address N. J. A., care of TRADER Publishing Co., Toronto.

FOR SALE.—The Stock of the late Johnston Macartney, Tara, Ont., consisting of Watches, Clocks, Jewelry, Fancy Goods and Stationery, which is offered at a great bargain, as it must be closed out at once. Apply to MRS. J. MACARTNEY, Tara, Ont.

FOR SALE.—Jewelry Business on Bleury Street; first-class stand; on favorable terms to a bona-fide purchaser. PATTERSON BROS., 63 Bleury St., Montreal.

FOR SALE.—Jewelry business in the most thriving town in Manitoba. Railway centre of three independent lines. Fine farming country. Town growing very rapidly. Two jewelry stores only. Population about 3,500. Stock can be reduced with fittings, etc., to about \$2,000. Terms reasonable. Fine opening. Address, if you mean business, MARTIN & CURTIS, Portage la Prairie.

FOR SALE.—Business for sale in live town in Western Ontario. Stock amounting to about \$5,000. Terms.—One-half cash, and balance to suit purchaser. For particulars apply to Levy Brothers, Hamilton, Ont.

JEWELRY BUSINESS FOR SALE, in a growing village of 2,000 inhabitants. Splendid chance for a young man with small capital. Stock about \$2,300. Good reasons for selling. Apply, MERCHANT, care of TRADER Office, Adelaide St. W., Toronto.

PHENOMENAL.—A Practical Demagnetizer, with all necessary appliances, warranted satisfactory, sent to any address for \$3.00. No electric wire or battery required. Address, with amount enclosed, or send for particulars to Fred. J. Ide, Supt. Peoria Watch Co., Peoria, Ill., U. S.

SITUATION WANTED.—By young man, 20 years of age, instructions preferred to wages, can do ordinary Watch, Clock and Jewelry Repairing, including hard soldering. Have spent over two years at the bench and five years as salesman. can furnish a 1 references as to ability and character. Correspondence solicited. Address, W. H., Box 90, Bowmanville, Ont.

SITUATION WANTED.—By a young man, with two years' bench experience; used to serving at counter and dressing windows; would like to get under a good man; wages no object; good references. Box 95, Mitchell, Ont.

WANTED.—A situation by a young man, 22 years of age, who has had 6 years' experience at the bench. Good salesman, has full set of tools and American lathe. Can furnish good references. Address, A. K. Jansen, care of Geo. Klinck, jeweler, Elmira, Ont.



R. F. S. & CO

"SAFETY QUEEN."



No. 2520.—Bright.



No. 2468.—Roman Gold.



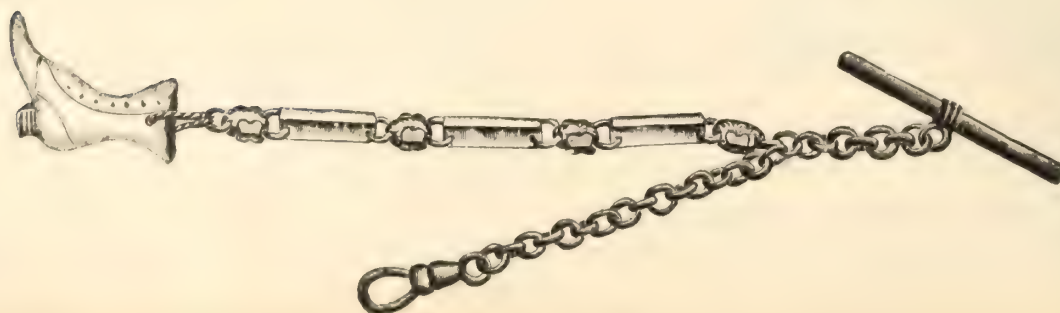
No. 2490.—Bright.



No. 2483.—Bright.



No. 2497.—Pearl and Gold Combination. Pearl Charm.



No. 2500.—Pearl and Gold Combination Pearl Charm.

WISE AND OTHERWISE.

JUDGE—Can you give any reason why you can't pay your debts? Delinquent Debtor—I have nine reasons your honor, a wife, a mother-in-law, six children and an empty pocketbook.

WHAT THEY NEED.—Squiggsby—"Did you hear they were feeding the freshmen crew on sugar?" Wiggsby—"No; what for?" Squiggsby—"Oh, to get some sand into them I suppose."

"Come sit beneath this old oak tree,
And I of love will speak to thee."

"Thou'lt speak of love? we'll sit" she said,
"Beneath this chestnut tree instead."



A CLOSE SHAVE.—(From Puck).

CUSTOM HOUSE INSPECTOR (to Mr. Honest Importer, the jeweler, just arrived from Europe).—Sorry we had to search you, sir; we had information that you were bringing over a lot of loose diamonds; but as we didn't find them, you must excuse our mistake—duty is duty, you know!

THIS is a good one on the celibate clergy: A lady who recently attended service in a certain London church asked the verger after service if the rector was married. "No ma'am" he replied, "he is what they call a chalybeate."

An electrician has invented a wonderful watch that will tell a man when his note is coming due. His watch would be a great deal more remarkable, as well as useful, if it would tell the man where to get the money to pay the note.

EASTERN WEAKLINGS.—Miss Gotham—Why do those Westerners call Eastern people tenderfeet? Returned Tourist—Because Eastern people can't walk 40 miles into the country to look at a \$10,000 suburban lot without feeling tired.

SOMEWHAT OF A DROOP.—Guest—Have you any quail on toast? Waiter—No, sir. Guest—Any broiled snowbirds? Waiter—No, sir. Guest—Well, how about stewed terrapin? Waiter—We haven't any, sir. Guest—Then give me a corned beef sandwich.

A GOOD MEMORY.—"How far back can you remember, Bobby?" asked his uncle. "Well," said Bob, "I can remember when I didn't know how to play marbles." "No further back than that?" "Oh, yes; I can remember when I couldn't remember at all."

In a Chicago court; Prosecuting lawyer (referring to prisoner)—"And, your Honor, I am forced to say that this man is an enemy to mankind." Judge—"Hold on a moment. An enemy to mankind (To prisoner). How long have you been a coal dealer?"

In order to show how broadening and highly instructive is a common school education of the present day, we append an extract from a Cape Cod prize composition on Immigration, which reads as follows: "An Immigrant is a pheasant in Europe, who knows little or nothing about life or government."

MR. BELLAMY, who made a snug sum by Looking Backward, says that the hardest workers and chief producers are the poorest paid and the worst treated, whereupon the Boston Advertiser asks: "Who chiefly produced Looking Backward and worked hardest upon it, author or printer, and whom do the well-deserved royalties enrich?"

A VARIATION.

MR. OLDS.—Will you be my wife?

MISS YOUNGS.—No; but I—

MR. OLDS.—Don't say you will be a sister to me.

MISS YOUNGS.—I wasn't going to. I was just going to say that I wouldn't mind being a widow to you.

"NOWADAYS, everything goes."

"Yes; even Chicagos."

"I THINK Miss Bluhm has her face enameled." "Yes, I noticed her dam mask cheek."

TAKEN AT HIS WORD.—Mrs. Slimdiet (the landlady)—"Can you tell me the difference, Mr. Slowpeigh, between a beefsteak and a shingle?" Slowpeigh (flattered)—"Er, I can't say that I do, ma'am!" Mrs. Slimdiet (contemptuously)—"Mary, see that Mr. Slowpeigh is served with a broiled shingle each morning. There's no use was'ing any more good victuals."

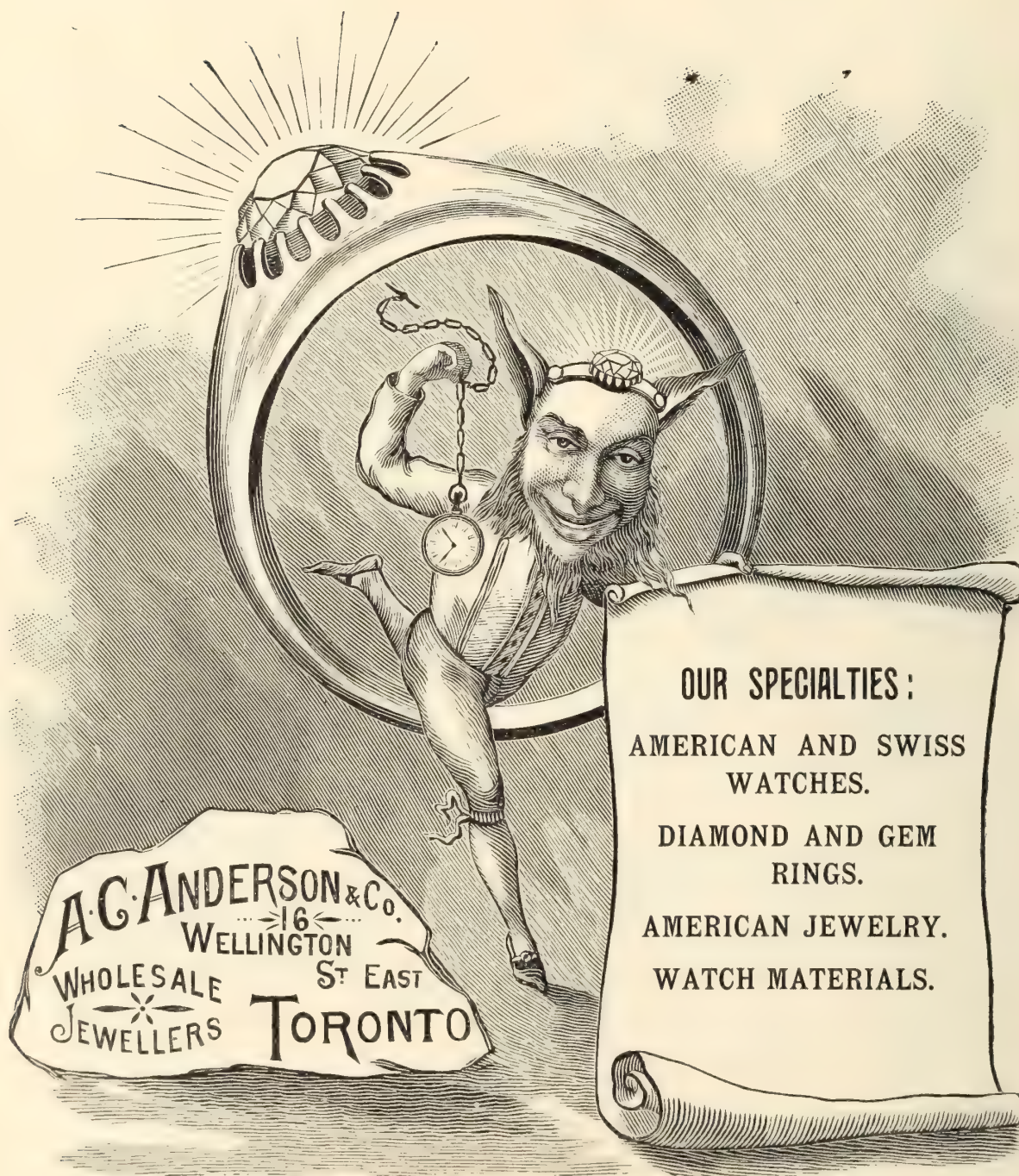
Two old-time residents at Fayette Mills, Squire Underwood and Deacon Craig—one Sunday attended a meeting at the schoolhouse when the minister did not appear and there was no one to lead the service. "Deacon Craig, you open the meeting and I'll close it," said Underwood. "Let Squire Underwood open the meeting, and it'll close itself," was the quick retort.

THROWING AWAY TIME.—It was on the rear platform of a street car as a crowd was going home from the theatre. "Let's see," mused a man who was jammed on the railing to the one on his left, "have we been introduced?" "I think not. My name is Taylor." "Ah! And mine is Porter. Mr. Taylor, you are throwing time away trying to get my watch. It is an old one and out of repair, and won't bring you \$2."



MR. HONEST IMPORTER (an hour later).—Dot was a narrow oxgape

They manage to have considerable fun one way or another in the Tennessee legislature. A Tennessee paper, reporting the passage of an important bill, says: "There was great enthusiasm, some disorder and somebody tied a sheep's bell to Mr. Collins, of Carter county, and he did not know where it was until he had attracted the attention of the house. Visitors then filed out and the house resumed its usual appearance."

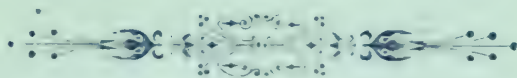


A.C. ANDERSON & Co.
WELLINGTON ST EAST
TORONTO
WHOLESALE JEWELLERS

OUR SPECIALTIES :
AMERICAN AND SWISS
WATCHES.
DIAMOND AND GEM
RINGS.
AMERICAN JEWELRY.
WATCH MATERIALS.



A CASE YOU CAN SWEAR BY.



THE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of **GOLD FILLED WATCH CASES.**

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to swear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can "swear by."



THE GOLDSMITHS' STOCK CO'Y OF CANADA, (LIMITED).

48 YONGE STREET, TORONTO, ONT.

Canadian Agents of Ansonia Clock Company.

*Importers of British and Continental Jewelry, Swiss
Watches, French Clocks and Bronzes.*

*Agents for Elgin, Waltham, Columbus and
Trenton Watches.*

Fahys, Boss and Crescent Filled Cases.

American Watch Case Co.'s Silver, Filled & Gold Cases.

*Canadian Agents of Non-Magnetic Watch Co.
(Paillard's Patent).*

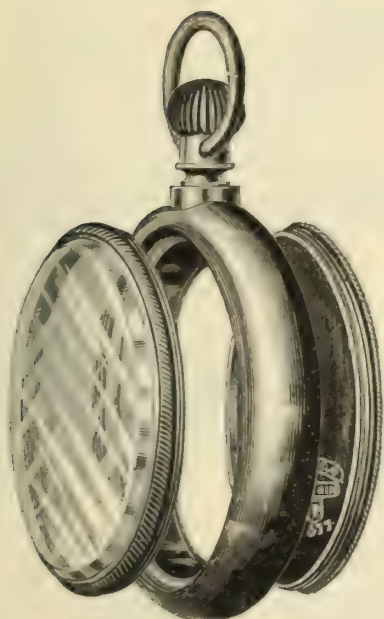
Gold and Silver Head Canes.

American Roll Plate Jewelry.

CLOSE PRICES. PROMPT SERVICE. LARGE ASSORTMENT.

A DRIVE IN SILVER CASES.

*18 SIZE, SCREW BEZEL,
PENDANT SET.*

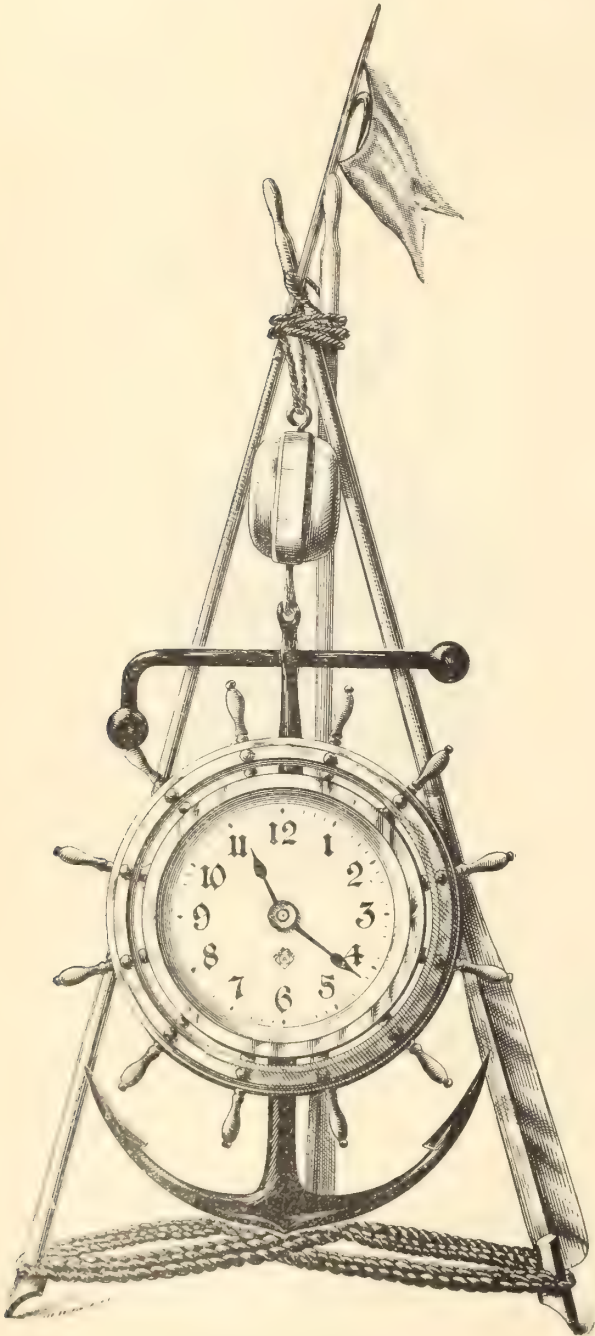


NEVADA VERMICELLI BORDER.

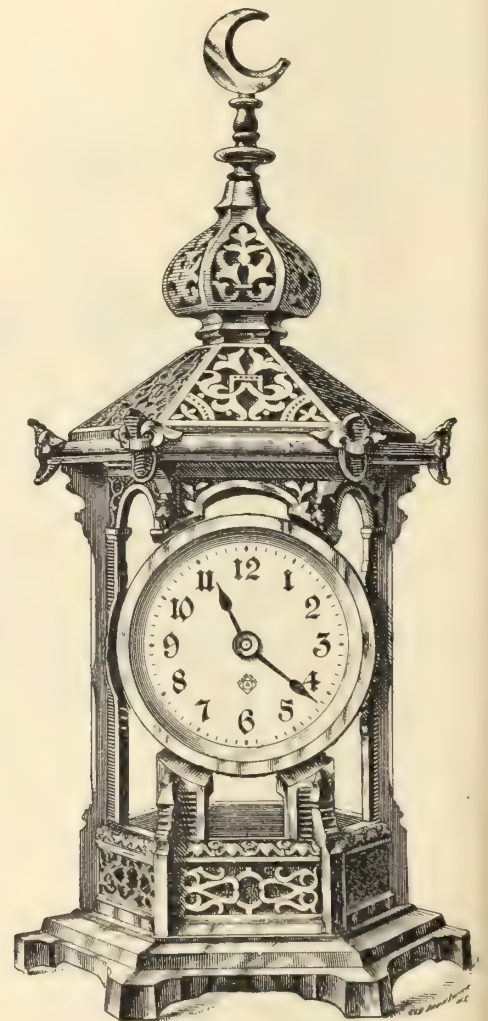
DISCONTINUED GOODS.

WE have closed out from the American Watch Case Company a large quantity of the above very DESIRABLE GOODS, and offer them at CLOSE PRICES. These cannot be repeated, so the Trade will do well to place their orders without delay.

NOVELTIES IN ANSONIA CLOCKS



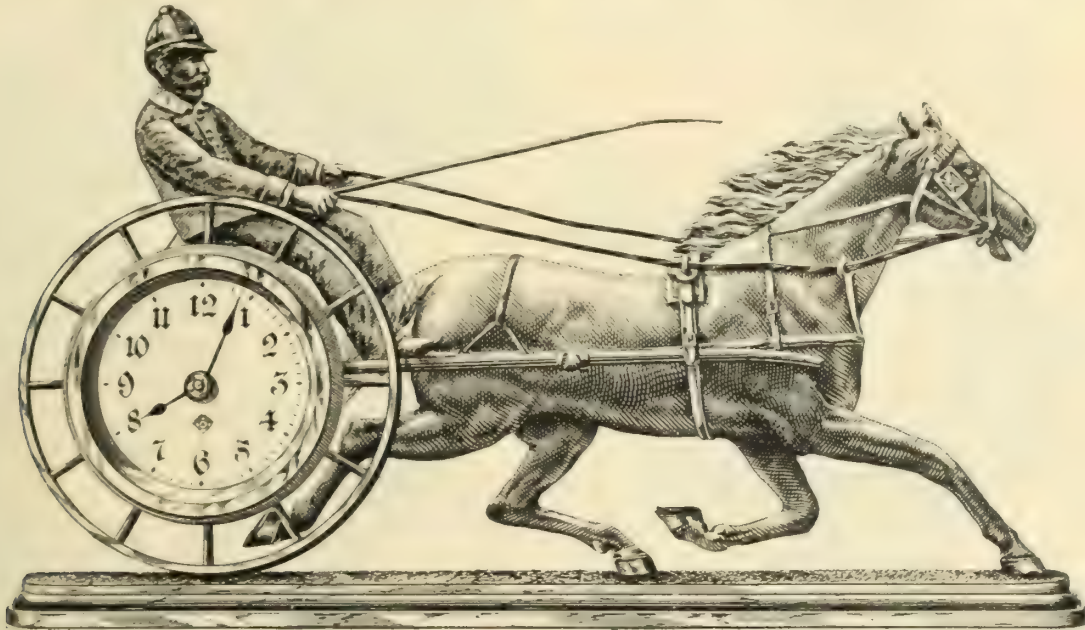
NAVY.—8 Day, Time.



TOWER.—8 Day, Time.

Agents for Canada, The Goldsmiths' Stock Company of Canada, Limited.

NOVELTIES IN ANSONIA CLOCKS



TROTTER.—8 Day, Time.



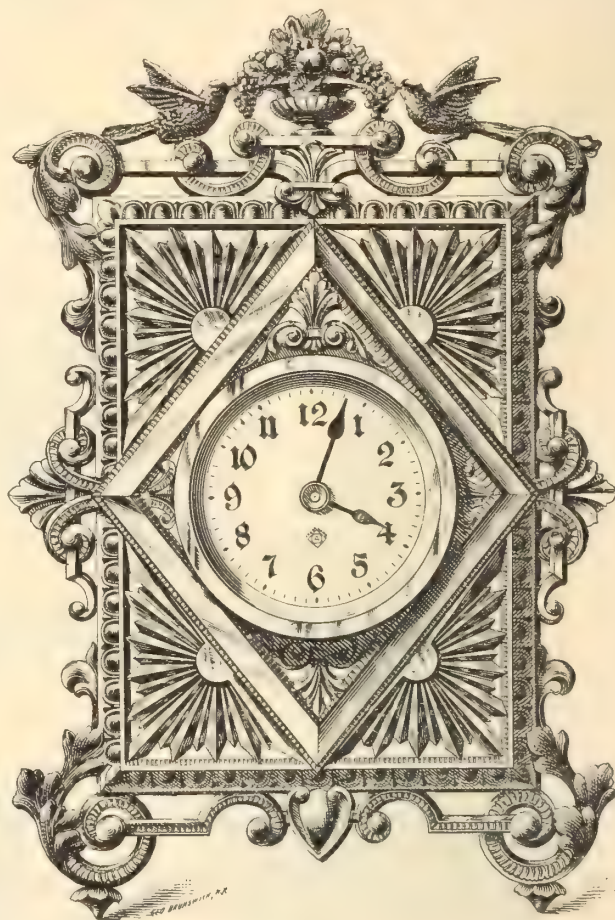
PEACOCK. 8 Day, Time.

Agents for Canada, The Goldsmiths' Stock Company of Canada, Limited.

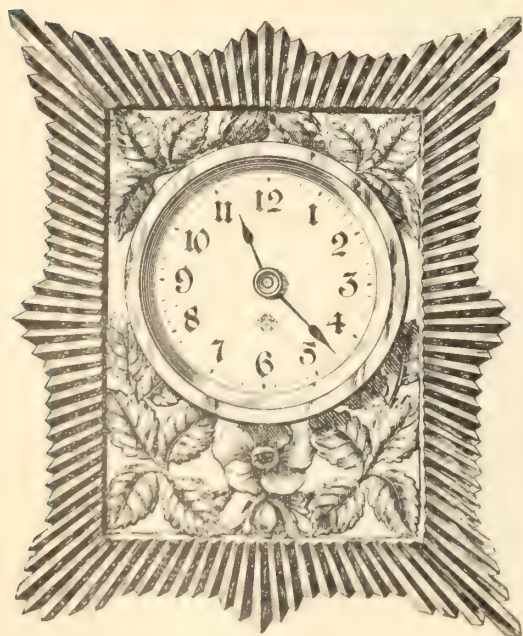
NOVELTIES IN ANSONIA CLOCKS



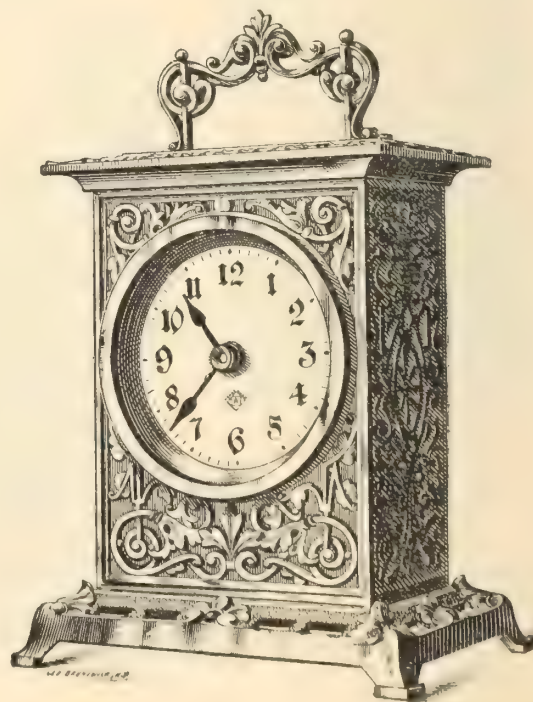
BEE INK.—8 Day, Time.



DAWN.—8 Day, Time.



FLOWER.—8 Day, Time



BEE CARRIAGE.—8 Day, Time.

Agents for Canada, The Goldsmiths' Stock Company of Canada, Limited.



TORONTO, ONT., MAY, 1890.

The recognized organ of the jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in jewelry, and kindred goods in the Dominion of Canada. Price to all others \$2.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

87 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

THE DUTY ON DIAMONDS.

NO little excitement was aroused amongst the jewelry trade during the past month on account of the proposed action of the Government in taking unset diamonds off the free list, and making them pay a duty of ten per cent. *ad valorem*.

It was felt by both the manufacturers, jobbers, and retail dealers in these goods, that such a change in the tariff must operate very seriously against the honest importer, who would pay the duty imposed upon them, while his less scrupulous competitor, whose conscience did not interfere to prevent him from smuggling, would have a big pull over him in securing the business.

There can be no doubt that as an incentive to smuggling, no better means could be devised than putting a duty upon goods so valuable and easily concealed as diamonds undoubtedly are.

For this and other reasons which will at once present themselves to the minds of our readers, it was decided by some of the leading jewelers of Toronto, Montreal and London, to send a petition down to the Hon. the Minister of Finance, asking him to reconsider the matter, and again place unset diamonds on the free list.

This petition, we are glad to say, was favorably considered by the Hon. Mr. Foster, Minister of Finance, with the result that diamonds were again placed on the free list, while all other precious and imitation stones will hereafter pay a duty of ten per cent. *ad valorem*, instead of twenty per cent. as heretofore.

This concession to the manufacturing jewelry industry, while small in some ways, will no doubt help it materially in certain lines, especially that of gem rings. These goods are

now sold by the Canadian manufacturers, thanks to our National Policy, almost as cheaply as they can be purchased in Birmingham, and anything which will help to reduce the cost of the raw material to these gentlemen will tend to put not only them, but their customers in a better position to do a profitable business.

HOW IT IS DONE.

OUR readers will remember that some months ago we published a letter from an Eastern jeweler, in which he stated that two customers of his brought in watches for appraisal, saying that they had got them as premiums from a wholesale grocery house in Montreal. As these watches were given to customers, one of whom purchased less than one hundred dollars worth of goods, it was evident that either there was a most extraordinary profit on the groceries sold, or else that the watches were "snide" affairs, and worth little or nothing from a jeweler's standpoint.

However this may be, it is quite evident that such a system of disposing of watches is not conducive to the interests of the jewelry trade, for although the timepieces may not be first-class they take the place of some better article, which should reach the public through the medium of the legitimate jeweler.

As the trade cannot prevent the sale of watches and other goods in this way, the next best thing for them to do, is to absolutely refuse to handle the goods of any manufacturer who markets them in this or any other similar fashion. The trade should firmly resolve that if any manufacturer desires to dispose of his goods by such "schemes," their business should be confined to that channel exclusively, and not allowed to use the facilities offered by the legitimate jewelry trade.

By this method such goods would soon come to be classed by the public as "snide," and suitable only for tea and coffee stores, auctions, or lottery purposes. This once effected, the sting would be taken out of the competition; they would very soon be regarded as worthless by the general public, and quickly cease to be a drawing card for such institutions.

The letter of Mr. H. R. Cuddon, of St. Catharines, in this issue, shows up the dealings of at least one watch company in a very unfavorable light. Mr. Cuddon truly says that after the publication of such a letter comment is unnecessary. We give the epistle *in extenso*, and leave the matter in the hands of the trade, remarking only that if this or any other watch company propose to have the jewelry trade of Canada handle their goods they must at once and forever put a stop to all such "schemes" as the one they now seem to be pursuing.

WHERE THE DIFFERENCE COMES IN.

GREAT Britain is commonly talked of as a Free Trade country, but such is not really the case, the following imports being liable to customs duties, viz: tea, coffee, cocoa, wines, spirits, snuff, tobacco, dried fruits, and a few other articles of minor importance. As none of these articles, with the exception of spirits, are produced in England, it is quite evident that (unless they are smuggled in) the laid down price of these goods to the English importer must be the original cost at the place of production, plus the freight and



18 Size, Gilt.—No. 20, Hunting, or No. 90, Open Face, pendant set, 7 jewels, tempered hair spring, sunk seconds dial.



18 Size, Gilt.—No. 21, Hunting, or No. 91, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



18 Size, Nickel.—No. 22, Hunting, or No. 92, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



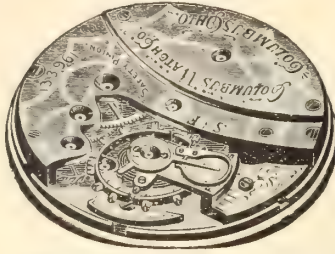
18 Size Gilt.—No. 32, Hunting, or No. 93, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



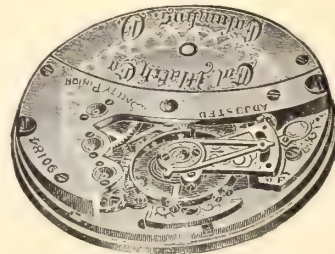
18 Size, Nickel.—No. 33, Hunting, or No. 94, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



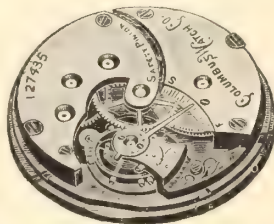
16 Size, Gilt.—No. 41, Hunting, or No. 81, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



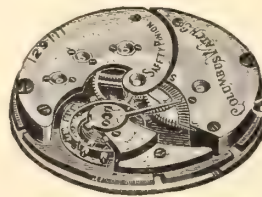
16 Size, Nickel.—No. 43, Hunting, or No. 83, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



16 Size, Nickel.—No. 46, Hunting, or No. 86, Open Face, pendant set, 15 jewels, adjusted, Breguet hair spring, patent regulator, double sunk dial, jewels in red gold settings.



6 Size, Gilt.—No. 51, 11 jewels, 4 upper holes jewelled, tempered hair spring, sunk seconds dial.



6 Size, Nickel.—No. 55, 15 jewels, adjusted, jewels set in red gold settings, tempered hair spring, sunk seconds dial.

Also No. 50, 6 Size, 7 jewels, tempered hair spring, sunk seconds dial.



18 Size, Nickel.—No. 34, Hunting, or No. 95, Open Face, pendant set, 15 jewels, adjusted; jewels set in gold, Breguet hair spring, sunk seconds dial.



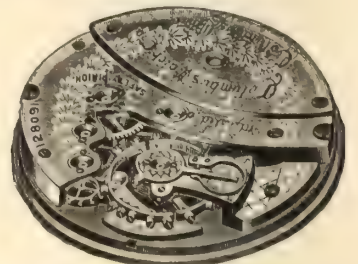
18 Size, Nickel.—No. 27, Hunting, or No. 97, Open Face, pendant set, 16 jewels, adjusted, extra centre jewels, Breguet hair spring, patent regulator, double sunk dial, jewels set in red gold settings.

Also

18 Size, Nickel.—No. 29, Hunting, or No. 98, Open Face, pendant set, 16 jewels, adjusted, jewels set in red gold settings, extra centre jewels, Breguet hair spring, double sunk dial, patent regulator, damaskeened in gold and nickel.



18 Size, Nickel.—No. 18, Hunting, or No. 99, Open Face, pendant set, 16 jewels, adjusted to position, isochronism and temperature, finest rubies set in raised gold settings, extra large ruby centre jewel, Breguet hair spring, double sunk dial, patent regulator, damaskeened in gold and nickel.



16 Size, Nickel.—No. 47, Hunting, or No. 87, Open Face, pendant set, 16 jewels, adjusted extra centre jewel, Breguet hair spring, patent regulator and sunk dial, jewels in gold settings.

FOR SALE BY
H. ELLIS,
14 WELLINGTON ST. W., TORONTO,
IMPORTER OF
WATCHES, JEWELRY
WATCH & CLOCK MATERIALS, TOOLS, &c.

A FULL STOCK OF COLUMBUS MOVEMENTS
CONSTANTLY ON HAND.

also the duty collected by the government. The amount collected from this source for the year ending March 31st, 1889, was £19,971,191 or nearly \$100,000,000.

In addition to this there was the same year raised from "Excise," that is duties levied upon domestic manufactures of spirits, beer, coffee and chicory, and also from licenses and railway passengers, etc., the sum of £25,474,403, equal to \$127,000,000 of our money.

This was further supplemented by another direct tax known as "Stamp" duties, which are levied upon all documents such as receipts, drafts, probates, legacies, insurance policies, bills of exchange, etc., and amounted that year to the sum of £12,240,954 or \$61,000,000. For the year above mentioned the revenue of Great Britain derived mainly from the sources already enumerated, aggregated the immense sum of £89,802,254, equal in round number to about \$450,000,000 of our money. As the total population of the British Islands is only about 37,500,000, this means an average tax of nearly \$12 for every man woman and child in that country.

It will be readily seen from the foregoing that as this enormous tax is levied entirely upon imported articles which Great Britain does not produce, or by direct taxation upon domestic manufactures, or the necessities of life, that such a system must place the inhabitants of that so called "free trade" country at a great disadvantage as compared with people who live in "protected" countries. They apparently enjoy the maximum of taxation, without any compensation whatever in the way of protection against foreign competition.

In this connection a very quaint remark made by the Hon. Mr. Goschen, Chancellor of the English Exchequer, in his budget speech last month, shows up very clearly the absurdity of this system of taxation. After commenting upon the fact that the gross revenue from alcoholic beverages for the past year was £29,265,000, Mr. Goschen said (the italics only are ours) that "these figures showed a universal rush to the beer barrel, the spirit bottle and the wine decanter. Everybody seemed bent on toasting a national prosperity and increasing the revenue. It was a circumstance that must be deplored. A close examination would not diminish the surprise, for the largest increase had been—of all the spirits in the world—from rum, (laughter). The rum was drunk mainly at seaports. In 1888 the number of drams taken reached 255,000,000, in 1889, 275,000,000. It was an extraordinary historical fact that in the years 1875 and 1876, the greatest drinking years recorded, there was precisely the same rush and precisely the same proportion of revenue from different spirits. Increased prosperity therefore meant a great increase in the consumption of alcoholic drinks. The tipplers who had largely produced the surplus would have a chance to redeem themselves owing to reduction of the tea duty by two-pence per pound. *He opposed the abolition of the tea duty, because it was the only vehicle whereby a non smoker and non drinker could contribute to the revenue.*"

While this statement may seem correct from the standpoint of British free traders, it sounds almost absurd to people living on this continent, who have learned that taxation can be regulated so as not only to bear equally on every citizen in proportion to the amount of foreign goods he consumes, but at the same time to afford a measure of protection, and therefore of benefit to the industries of his own country.

In contradistinction to the British method of taxation, let us bring forward a few facts regarding the way in which the people of Canada are taxed in order to carry on the affairs of the country.

As is now well known, the policy of the Canadian government is a protective one, that is they aim to levy a high rate of duty on all goods imported into the country which can compete with home industries, while on the other hand they admit free of duty all raw material required by our manufacturers which cannot be produced by our own people.

The population of Canada is about 5,200,000 and the total revenue last year amounted to a little over \$37,000,000, or an average of \$7.24 for every man, woman and child in the Dominion.

A careful investigation of the items from which our duties are collected will reveal the fact that they are in the main levied upon tobacco, spirits, and goods of foreign manufacture which enter into competition with those produced by our home manufacturers.

While in both Great Britain and Canada the amount collected exclusively from foreign imports amounts to about \$3.00 per capita of the entire population, there is, however, this remarkable difference in the result effected:

The English duties are mainly levied on such articles as tea, coffee, spirits, wines and tobacco, none of which with the exception of spirits can be produced in Great Britain, and the collection of revenue on which can only enhance the cost without benefiting in anyway whatever any home industry.

The duties levied by the Canadian government, on the contrary, have not only brought many new and valuable industries into existence in this country, but have largely aided in placing those we already had on a solid basis by protecting them from the unfair and often ruinous foreign competition to which they were formerly subjected.

It is no wonder then that in discussing the subject of "Free Trade Taxation," the *Canadian Manufacturer* in an able editorial says:—"In free trade Britain out of nearly \$100,000,000 collected from customs duties, over \$71,000,000 are collected from duties on tea, coffee, tobacco and dried fruits—articles that the poor man must have; while the fancy wines that only the nobility, aristocrats and nabobs can drink, paid a duty of only \$6,000,000. In Britain, every man who buys a railroad ticket pays an excise tax to the government; and over \$60,000,000 was paid in stamp duties, which means that every paper having any commercial value whatever was heavily taxed. These things are not so in Canada, nor can they ever be so as long as our National Policy prevails. The average per capita tax in England for supporting the much vaunted Free Trade Policy, amounts to \$11.65, while the per capita tax in Canada under Protection amounts to only \$7.24."

In the face of such facts, which are accessible to every citizen who desires to know the truth, it seems strange that any, let alone so many, of our politicians can have the assurance to assert that Canadians are the most grievously taxed people on the face of the earth, and that our protective policy, which every unbiased observer must admit has greatly benefited the country, will, if persisted in, plunge us into national bankruptcy.



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Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

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OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN
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Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

CORRESPONDENCE.

CERTAINLY.

Editor TRADER—Sir:

HAVING opened up a jewelry store in this mining town, I would be pleased to receive a copy of your valuable journal.

Yours truly,

L. N. McEwen.

Lethbridge, N.W.T., April 15th, 1990.

WE HAVE PUT YOU ON THE LIST.

Editor TRADER—Sir:

HAVING recently started in business, and as we have had the privilege of reading THE TRADER sent to our employer, we would be pleased to receive a copy of your valuable journal in future.

Truly yours,

Flesherton, March 31st, '90.

ARMSTRONG BROS.

IT GIVES THE NEWS FROM HOME.

Editor TRADER—Sir:

ENCLOSED please find my card. I would be obliged to you if you would kindly send THE TRADER to me, as it gives me all the news from home, as it were. I was formerly with E. C. Jackson, of 336 Queen St. East, Toronto, and H. R. Cuddon, of St. Catharines.

I am, yours etc.,

E. FLETCHER LIDDY.

Buffalo, N Y., U.S., 4-23-'90.

Of Liddy Bros., Jewelers.

STOLEN! LOOK OUT FOR IT.

Editor TRADER—Sir:

WILL you please publish in your next issue a description of the undermentioned watch. As you are aware, I have been laid up nine weeks with la grippe and bronchitis, and whilst I was ill some thief came into my store and took a customer's watch off the board. Stolen during the month of March an O. F. Elgin watch, P. set, with 24 hour dial, in silver screw back and bezel case, manufactured by American Watch Case Company, of Toronto. Number of movement 3,113,360. By publishing the above you will oblige.

Yours respectfully,

Aurora, April 14th, 1890.

B. RICHARDSON

HOW IT IS DONE.

Editor TRADER—Sir:

ENCLOSED please find letter from wholesale watch factory showing an instance of the faith kept to the retail trade. The enclosed was handed to me by a gentleman in the stove and hardware trade. The other circulars speak for themselves. A regular discount and price list accompanies them. Comment unnecessary.

Yours truly,

H. R. CUDDON.

St. Catharines, April 19, 1890.

The letter enclosed reads as follows:

NEW YORK, April 12, 1890.

GENTLEMEN,—We take the liberty of sending you our catalogue for 1890. Our sweep-second and stop second watches are manufactured by no other company, and are fully protected by letters patent.

They are used most successfully for *scheme* purposes with cigars, spices, &c., by such houses as Thompson, Bradshaw & Co., Toronto; Ellis & Keighley, Toronto; Todhunter, Mitchell & Co., Toronto; J. J. Duffy & Co., Montreal; Bourgeau & Herron, Montreal; T. B. Escott & Co., London, Ont.; W. H. Gillard & Co., Hamilton, Ont., and a great many others, also the largest houses in the United States.

We would especially call your attention to our gold filled engraved watches which we are supplying these houses with in large quantities. We would be pleased to submit samples and quote special discounts to you, if you are using or contemplate using watches.

Trusting this will receive your careful consideration, we remain,

Yours very truly,

MANHATTAN WATCH COMPANY.

ENGLISHMAN ON A SCHOOL OF HOROLOGY.

Editor TRADER—Sir:

A GREAT deal has been written lately of the watch. My opinion is they are a necessity to the trade, or at least have been, and if they have served their purpose it is well. I see a good many of your correspondents are beginning to awaken to the necessity of a Horological School, a matter that you will, I have no doubt, remember was advocated by the writer some years since in your columns. It is a matter that should interest every man in the trade, and, in fact, every true Canadian. I, sir, am looking forward to the time when I will be in our power to say that we have a school second to none on this continent; also that we have a watch and clock factory, too, equal to, if not surpassing, the best in America. I don't see why, with our increasing population and magnificent country, we should have to depend upon our neighbors to manufacture for us. Some will say that we have not the trade to support them. The same was said a few years

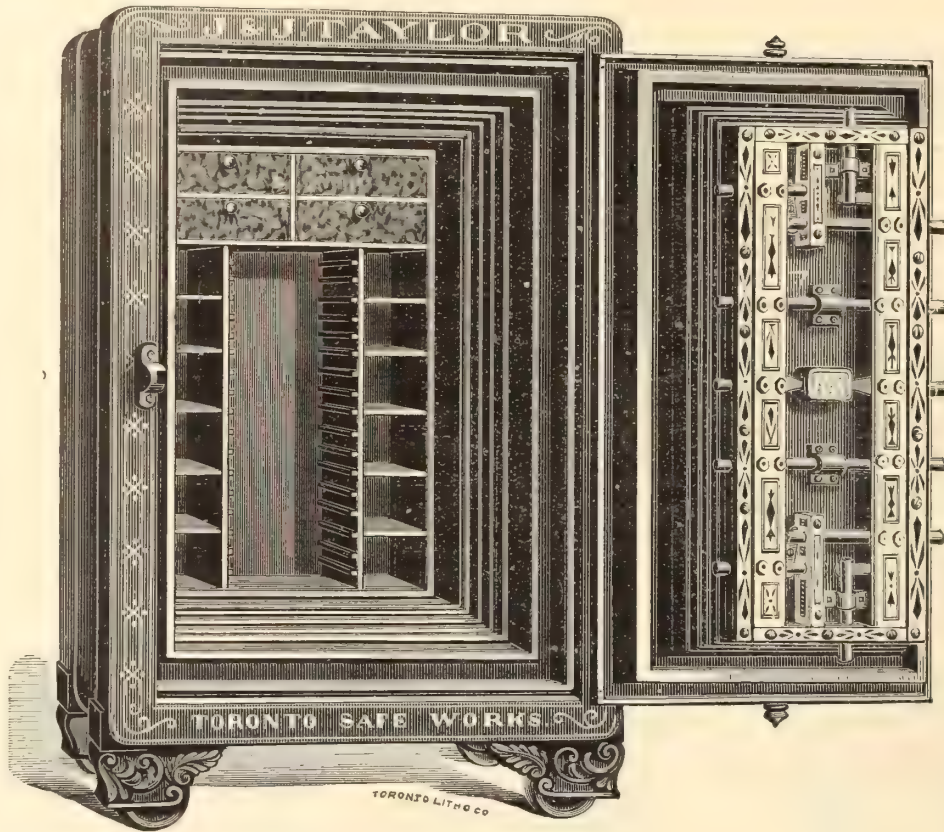


SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S

NEW STYLE

JEWELERS' SAFE,



DOUBLE TONGUE AND GROOVE
FIRE-PROOF DOORS.

WITH

J. & J. TAYLOR, TORONTO SAFE WORKS.

IN ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

THE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.


CATALOGUES AND PRICES ON APPLICATION.

J. & J. TAYLOR,
TORONTO SAFE WORKS,
117 and 119 Front St. East, Toronto.

since ~~re~~ the watch case trade. What is the result of the persevering effort of those who were the pioneers of the trade? It is now an assured success. And such would be the reward of the clock and watch factory, if the wholesale and retail dealers would combine to support home trade, is the opinion of another
ENGLISHMAN.

AN HISTORIC TIMEPIECE.

Editor TRADER—SIR :

 HEREWITH send you a description of an old clock I have in for repairs, owned by the Rev. P. Addison, and made by John Whitfield, England. It is a thirty-hour clock, with the day of the month registered on the dial. There is but one hand attached, which points to the hours on a circle which has been silver plated. The hours are engraved pretty deep in the plate and enameled. On the inner circle the hours are divided into quarters. The dial plate is a piece of heavy plate brass, square in shape, with embossed work on each corner. The movement is in a good state of preservation, with the exception of a couple of pivot holes that required bushing, and is now performing well. The time and strike are run by the same weight on an endless chain. Perhaps some of your readers may be able to give some information as to the age of it.

It is supposed by Mr. A. to be about 260 years old. If so, what changes has the old clock come through? It was marking time when Charles was beheaded, and told the hours of the Commonwealth under Oliver Cromwell. When Charles II. was in the *Oak*, the old clock was quite young, and when the battle of the Boyne was fought had only just attained its majority. If the calculations regarding the age are correct, it has marked the time through no less than eleven reigns and the two protectorates, and I have no doubt is good for another hundred years.

If you think the above would interest your readers, and they would be likely to throw any light as regards the age of the old clock, you will oblige by inserting the same.


Yours truly,

Aurora, April 3rd, 1890.

RETAILER.

"HEP." PHILOSOPHISES.

Editor TRADER—SIR :

 O deal successfully with the "botch" question, we must first locate as definitely as possible the causes, then apply the best remedy at our command, governing ourselves according to circumstances, and using our reason to determine where our efforts would produce the best general results. Perpetual fault finding does very little for humanity, but an attempt to remedy will be appreciated by all in possession of brains and ambition. I am satisfied that the general conclusion arrived at during this discussion is correct, viz: that the lack of education is one of the great causes of botchery, and, I might add, that many of the other causes hinge on it to such an extent

that a remedy for the one cause would so materially affect the others that our efforts might be reasonably concentrated for the present to that one remedy. The good results of education cannot be correctly summed up at the doors of the school. An educated man loves humanity, and is willing at all times and in any place to assist the ignorant by imparting to him all the knowledge he is prepared to use. An element like ambition will beget its own kind. Contact with ambitious people is apt to fire the slowly dying embers of its kind in the man who is almost disheartened, and it in turn might change that man's course from the straight path leading to Mr. Beeton's well described "irreclaimable" to that of a useful workman. We could go on indefinitely figuring the possibilities of many of our grievances being overcome or influenced in a great measure by a proper system of education open for those ambitious enough to gain it.

I was pleased with Mr. Beeton's outline of a "Practical Technical School," and trust that the next time we hear from him, he will see his way clear to operate the scheme. I will only touch on one item of his letter, the just distribution of awards. His estimate of its importance is undoubtedly correct. If the authority for granting such diplomas be of high enough character, the school would only then require an able staff of teachers in order to make it the leading school of its kind. I know nothing of the methods adopted by American schools already existing, but if (after the fashion of the popular Ladies' College) they "saw off" one blockhead against another to decide their relative accomplishments, and grant diplomas accordingly, we have only to follow their example in order to fail in our efforts to deal successfully with the botch question.

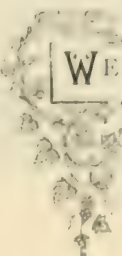
I think it would be well for those financially interested in such schools to relieve themselves as far as possible from the responsibility of fixing awards. If the leading watch factories of America may be considered the highest authority obtainable, and their experts the best judges of work, I have no doubt that they would feel interested enough in the matter to exert themselves in any way desired. They could give the matter proper consideration, and formulate a standard high enough for all time to come, and afterward allow their experts to rate the specimens of work for examination according to their adopted standard. This would leave the promoters of such institutions free to adopt their own methods for financial success without endangering the great question at issue.

Yours truly,

St. Thomas, Ont., April 14th, 1890. C. H. HEPINSTALL.

A NEW IDEA.

Editor TRADER—SIR :

 E again rise to the surface. Since January we have enjoyed reading the many interesting letters and articles on the "Botch" question, and after careful consideration of the subject so ably laid before us by yourself and others, our thoughts are as follows :

You will remember that in our January letter we spoke of legislation. We are glad we did mention it; yet we hardly agree with "English Watchmaker" and his coercive measure. It reminds us of a communication that was discussed



MERIDEN BRITANNIA CO'Y

FINEST QUALITY

ARTISTIC, GOLD & SILVER PLATE.



MARK
For Hollow Ware

TRADE MARK

1847, ROGERS BROS., A1
OR
1847, ROGERS BROS., XII.

For Genuine Rogers Goods.

NO. 65. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories : Meriden, Conn., U. S., and Hamilton, Ont., Canada.

by that valuable institution, "The Horological Club," of New York. The subject agitating our "cousins" at that time was the same as is before us at present. The writer's remedy was to appoint a committee of five hundred, provide each one with a good stout hickory stick, and let them loose on the botches. Neither of these measures would work. We could not legislate, nor would the shillalah be effectual. Still, we are one with the spirit of both. When we have work before us over which we might readily think "the angels weep," is it not enough to suggest legislation, shillalahs, or any other means to clean out the perpetrators.

However, as has been said, we have the botch with us to stay. He *will* stay, and *won't* be educated. So let us shew that we are anxious to have an institution in our midst where those who *do* wish to improve can receive instruction in any branch of our art.

We believe with you that the time has come when a good horological school should be established in our midst; and we further believe, if entered upon by a man (or men) of the right metal, that financially the undertaking would be successful. But, as we hinted in January, there would have to be great care taken to keep up a first-class standard, as on that very thing we believe depends the ultimate success or non-success of the institution. And just here is where there is a danger of weakness in all such schools. The idea of the founder is not philanthropy; it is hard cash he is after, and seems to me the temptation to do "funny work" must at times try even the best of teachers.

There is one side of this question which has not been discussed, and which is suggested by the reference in your April editorial to the enlightening of public opinion *re* the botches. Why not organize ourselves into a Literary Society, each or as many as will, contributing original or copied articles treating on the watch, its peculiarities, the way to use it, its many troubles, etc., showing forth among other things the economy of good care, the fallacy of trusting such an intricate piece of machinery to every Tom, Dick, or Harry, who dubs himself "watch-maker," etc. Of course the articles would need to be as much as possible free from technicalities, not rancid, but reasonable and entertaining. They could be submitted to a chosen committee, and if we would each interest ourselves there should be little difficulty in having an occasional article appear in our own local paper. Your valuable journal would be a good starting point from which the articles could be culled as required.

In the articles there would need to be nothing savoring of advertising any particular watchmaker—no personalities; nor would any workman be benefited by using such in his own name. The suspecting public would catch on to this strain at once. "Oh! merely another trick, it's money he's after." The botch would also use it and pose as "the poor man's friend."

This course running in conjunction with a good horological school, from which a diploma would be as "good as gold," would, we believe, in very few years make the botch so sick that he would be obliged to leave our fair Dominion for pastures more green.

Trusting that the ball will roll till a good level is reached,
I am, yours, etc.,

ALEX. MOFFAT.

Port Elgin, April 17th, 1890.

[The columns of THE TRADER are always open to such articles as Brother Moffat suggests, and our jewelers can carry out his idea *at once*, by sending in their communications to us.
ED. TRADER.]

MR. BILLINGS APPEALS TO THE TRADE.

Editor TRADER—SIR:

A PERUSAL of your April number clearly demonstrates the fact that the trade has at least been partially aroused on the "botch" question. Of all the remedies suggested, two only seem practical, and the question must be settled in the usual way by the rule of the majority, and the greatest good to the greatest number.

Now, shall we have an horological school or an association, or both; for of course both or possible, perhaps, and one would not antagonize the other. In starting and maintaining an horological school, it is generally admitted that Government aid is necessary, but on what ground financial aid is to be requested no one suggests. If the manufacture of watches was of national importance, Government aid might reasonably be expected; but, as the matter stands, the watch repairer is on the same basis as any other mechanic. No, gentlemen, don't waste any time or energy in the vain attempt to obtain Government assistance.

Mr. Beeton and his intimate friend, Mr. Playtner, warmly advocate such an institution, but I cannot see how such a project can succeed in the face of all the difficulties to be overcome at the present time. In the first place will the number of jewelers in Canada warrant such a proceeding? Look them over carefully, see what they are worth, how many or what percentage of them employ men, do their own work, or are botches; also, how many of the remaining few *could* attend, even if they so desired. Then, see the vast territory over which the anxious ones are scattered. Think it over well, and if any one can be found who is willing to furnish the "several" thousand dollars required for tools, machinery, etc., also to guarantee salaries to professional talent, which, beyond all doubt, will have to be imported, all very well. It will be a very hard struggle, and an ultimate and signal failure.

An horological school would be of great benefit, and would accomplish much, I am willing to admit, and I would do all I could to favor it, but I cannot see how it could be conducted on a paying basis, nor can I see in what manner it will act in the betterment of the botch. It costs considerable money to attend an horological school, and considerable more to purchase the tools to do the work one has been taught, and as we all know the botch is generally poor and works with his "fingers," and has, as a rule, evinced supreme contempt for the man who possesses a fine complement of tools.

What the trade requires, in fact demands, is *immediate* relief, complete if possible, partial at least. The Canadian Practical Watchmaker's Association seems to afford that relief in the most speedy and complete manner, and aside from that it grants a diploma to a competent workman who would have no occasion to attend an horological school. The possessor of a C. P. W. A. diploma would be able to show by his workmanship that he was entitled to it, and the business use of it in a business way would accomplish much in reducing the great number of botches.

I do not propose to drive any man out of the business, or to advocate bitter measures against anybody or class, but simply to place in the hands of the competent workmen a



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OF THE

ACME SILVER COMPANY.

diploma to prove to those interested that the holder has passed a satisfactory examination on the subject and is competent and understands what he claims in regard to watch repairing. That is all a physician can generally show, a diploma, and why is not one as good as the other? It is as near the right thing as we can get, and we must make the best of it. An horological school grants diplomas to those who can buy them by losing much time and money, and many workmen who have been taught the rudiments of the trade and afterwards perfected themselves by the study of Saunier, Grosseman and Excelsior's works, must do without, or go and learn what they already know in order to obtain a diploma.

An association diploma or certificate can be granted for not more than the mere printing would cost, and the applicant could produce specimen work or undergo an examination at his leisure.

Now, readers, what shall it be? Shall the watch repairers have an association? There are three beside myself who are in favor of such an association, but we should have at least three hundred to start with.

Do not, after reading this over, mentally resolve to take action to-morrow, or bye and bye, but act at once, do something which will improve your business, or, if you are not a watch repairer, call the attention of your watch repairer to this appeal and persuade him to take some action in the matter. Simply write the one word "Association" on a card if nothing more, and direct it to

C. E. BILLINGS,

April 21, 1890.

208 Dundas street, London, Ont.

MR. KLINCK HAS THE FLOOR.

Editor TRADER—Sir:

IN reply to the question, "What shall we do with the botch?" and the working of a good horological school in connection therewith, I will venture to make a few suggestions.

That a great proportion of the watchmakers now in the trade are sorely in need of technical education is a fact which everyone who understands his business will admit.

Whatever may be the causes of this condition—and some of them have been well described by your correspondents in the late issues of the TRADER—it is certain that there is a general resentment against, and a desire to get rid of the botch, the annoyance he causes, and the reflection he casts on those who are competent and honest enough to do their work properly. If this could be done, a blessing would be conferred upon the trade in particular and the public in general. But, just what to do, and how to do it, in order to arrive at this end, is a problem not so easily solved.

No plan that I can think of, or that has been proposed by your correspondents, is free from great difficulties which would be hard to overcome. I have little sympathy with the proposition of compelling everyone to pass a certain examination, and to hold a certificate of competency before he should be

allowed to commence repairing on his own account, simply because I deem it impracticable. If such a thing could be done—if the Government could be reasonably asked to interfere—there is no doubt that a great improvement in the condition of things in the trade would soon manifest itself.

It is, however, not probable that the Government will interfere, nor is it likely that anything would be done by it in aid of instituting or maintaining schools of instruction. For this reason, and because I believe that reforms of this kind can only be brought about by paying proper attention to the education of those who are lacking it, I find myself obliged to fall into line with those of your correspondents who agitate the opening of an Horological School by private enterprise, or by the co-operation of a body of persons interested in the advancement of the science and practice of horology.

In point of knowledge, a certain Arabian philosopher has divided mankind into three distinct classes, and has described and placed them at their value as follows:

1st. "He who knows not, and knows not that he knows not, is a fool.—Leave him alone."

2nd. "He who knows not, and knows that he knows not, will learn.—Teach him."

3rd. "He who knows, and knows that he knows, is a wise man.—Follow him."

Watchmakers, in this respect, do not differ from the rest of humanity. Representatives of all three classes are found amongst them, and the first class seems to be by no means the smallest. In order to do anything for the advancement of the trade, the first thing necessary would be to get enough members of the second class together to form a class which would be willing and in a position to place themselves under the instruction of a selected few of the third class.

The moment this could be done a long step in the right direction would have been taken. Then, whether the place of instruction would be a thoroughly equipped Horological College, costing thousands of dollars to institute and maintain, open to students year in and year out, or simply a lecture room, furnished with the most necessary apparatus for teaching and illustrating a theoretical and technical course of a few months duration, would depend altogether on the amount of support that would be forthcoming.

For reasons following, I believe that Horological Schools, in themselves, are inadequate to meet the demand for workmen in this country. The mechanical and commercial interests of the retail watch and jewelry trade are so inseparably connected—one so dependent on the other—that a workman, educated in the former branch alone—a graduate of an Horological College, if you like—would meet with great difficulty in building up a trade of his own, or in doing justice to that of his employer, especially if he were obliged to compete with one who was well up in both branches.

What I mean is this: All the information necessary to make a thorough retail watchmaker and jeweler, or a valuable assistant to one, cannot be obtained at a college. A certain amount of knowledge of human nature, as well as an ability to occasionally leave strictly methodical ways and to adapt oneself to conditions as they exist, are indispensable. The proper place for a man to obtain a proficiency in this respect is right in



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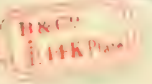
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Bell & Co.

Manufacturers of

Fine Rolled Plate Chains.

~~~~~

Lack of space in our letter form prevents our making a full account in this month's issue of the "Trader," which we may as well do here relative to the Rolled Plate Chains manufactured by us.

We have made several claims for them on the score of quality and finish which, by the retail trade that have handled them, have been fully endorsed. Amongst such dealers who have written us high testimonials as to the merits of our manufacture, we have the names of many practical men, in good standing, who have made careful tests and comparisons. Granted that we are offering an article which will compare most favorably with the best American made goods, we feel that we deserve the hearty support of the trade as we have established at great expense a new industry in Canada, and spend no pains to produce a bona fide first class article which can only reflect credit to the man who sells it to the public. If you really desire to encourage home manufacture, and at the same time study your own interest by buying as good a rolled plate chain as can be produced, ask the house you deal with for the "B" Rolled Plate Chain and don't be persuaded to buy any other.

Yours truly,

Bell & Co.

Montreal, 1st May 1891



the retail store or repairing shop, where he constantly comes into contact with those whom he is expected to serve.

On the other hand, one who is never taught the reasons—the whys and wherefores—for doing the work he is called upon to do, is necessarily working in the dark, and there will be no end to the errors he will fall into, and the amount of unnecessary work he will be doomed to do, not to say anything of the positive harm and destruction of property which will be chargeable to his account.

By taking a course of theoretical instruction, and some practice at an horological school, the latter difficulty could be overcome, and by serving an apprenticeship with a watchmaker, the other information could be acquired.

What we want is an horological school of some kind, to be made use of, not as the only means by which watchmakers could be turned out, but rather as a help to the old system of apprenticeship. A great help such an institution would be. If proprietors of repairing shops and journeymen could only be convinced of the benefits of a course at such an institution, there would be no difficulty in getting up a class, composed of these alone, sufficiently large to commence operations at once.

Colleges of Horology are expensive commodities, and it might be some time before one, fully equipped, could be set up in Canada. Nevertheless, while this was being done, instruction in the primary courses could be gone on with. In the countries where these colleges originated, they were instituted for the purpose of fitting up workmen for the higher positions in the watch factories. They have done an immense amount of good in advancing the manufacture and improvement of time-pieces.

The manufacture of watches has, of late years, undergone great changes, so that now, by the employment of automatic machinery, a few master minds control the operations of hundreds of workmen where, formerly, perhaps twenty times the number of theoretically and practically trained men were necessary to do so. Consequently the schools have suffered considerably, but they are still very successful in furthering their purpose. Students in the Swiss schools, as a rule, must take a course of at least three years under theoretical and practical instruction, and are, when they graduate, supposed to be qualified to enter upon their career as watch finishers or adjusters. The object of these schools is not to turn out retail watch repairers; nevertheless, schools instituted for that purpose should give a good deal of the same kind of training.

A shorter course, augmented by considerable practice at a repairer's bench would, it seems to me, answer the purpose very well. Whatever is to be done in the way of training, should be done under the auspices of a representative body or association. The course might be divided into several grades, and certificates given accordingly, but not unless or before a certain corresponding term had been spent in actual practice in a repair shop. Thus, grade 1 has passed in certain subjects, and has worked at the trade a certain time. Grade 2 has passed in an additional number of subjects, and has spent an additional space of time in actual practice. Grade 3 has passed in all the subjects, and is therefore a graduate, entitled to a diploma, provided he has spent the required time in practice.

I realize the difficulty students, especially apprentices

already placed, would encounter in getting to school at the proper time. However, one branch would help the other. For instance, if the college course, or part of it, were taken before working at the bench, the knowledge obtained there would help the bench work. If it were taken during the latter part, or at the end of the required practice time, the practice, though imperfect, would help the college course. In either case, if the student passed the examinations, he would be a thorough and practical watchmaker as we understand the term in this country.

This plan would also guard against the overproduction of workmen. For the sake of economy, and for other reasons, watchmakers would not stop taking apprentices, even if a school of horology were instituted. About the usual number would be employed, and if the schools were carried on independently of time spent at the bench—if nothing were required of the students but to pass the course in order to place them in the field as journeymen—as is the case in the U. S.—there would soon be a double supply of workmen. Here in Canada we do not suffer for want of workmen. What we want is not more but better workmen.

If a school of horology should be started in Canada, as I hope there will be, its course of instruction should of course partake of the nature of those of other horological schools, and should be set at the discrimination of a board of directors elected for the purpose. As I have already taken up too much space, I will not attempt to describe such a course in detail, but will close my letter, submitting my suggestions to the trade, hoping that they may be instrumental in bringing about an association for the advancement of horology, which will be in a position to deal with the "botch" question in a practical way.

Respectfully yours,

Elmira, Ont., April 17, 1890.

GEO. KLINCK.

## MODERN WATCH REPAIRING IN A MODERN WORKSHOP.

BY E. BEETON, TORONTO.

WHEEL AND PINION CUTTING.

J. M. P. writes asking me to describe the "Modus Operandi" of wheel and pinion cutting on the American lathe, and the probable cost of the attachments necessary to do all kinds of cutting.

The wheel and pinion cutting fixture is operated in connection with the slide rest, and is attached to it by removing the tool post and fastening in its place the frame of the fixture, by means of a large screw. The fixture has a vertical spindle which carries the cutter, and can be raised or lowered to the centre of the work. This spindle has a small pulley at the top, which is connected by a fine belt, with a four inch pulley attached to the countershaft. Thus an immense speed for the cutter is obtained, viz., about 50 revolutions of the cutter for every revolution of the foot wheel. The work or wheel to be cut is attached by means of a screw, lathe cement or soft solder, according to circumstances, to one of the lathe chucks. An index wheel fits accurately over the draw in spindle, and

## Looking Backward,

in 1909, the Trade will appreciate, more than ever, the mutual advantage of having handled first class Gold Filled Watch Cases.

It is one thing to guarantee Cases for a score of years; it is another thing to manufacture only such goods as render recourse to this guarantee unnecessary.

Crescent Cases are warranted to wear for twenty (20) years as a matter of principle, not of policy; and time demonstrates their unequalled durability.



is held friction tight between the shoulder of draw in spindle and the head stock spindle. What is termed a latch is attached to the bed of the lathe, and at its upper end has a tongue, which catches in the notches in the index.

The last wheel I cut on my lathe was a star wheel, having thirty-one teeth, for denoting the date of the month in a calendar watch, and I might as well describe the making of it as any other. I first turned up a brass wheel blank of the requisite diameter and drilled a small hole through the centre. I then put a  $\frac{1}{4}$  inch cement brass in screw chuck, and turned a pivot or bearing down the end of cement chuck, to fit my wheel blank on. I then attached the blank to it with lathe cement, pressing the blank firmly against the square shoulder of the cement brass, and noting that it was revolving truly. I then slipped an index, having on its circumference 62 notches or divisions, over the draw-in spindle, and attached the latch to the lathe bed, parallel with the index; then removed the belt which connects the head-stock pulley with the counter-shaft, because the work is now held stationary by the latch in connection with the index. I next fit the star cutter in its place on the vertical spindle in the fixture, and attach the fixture to the slide rest as described, and raise or lower the spindle till the cutter is on line with the centre of the wheel blank. This is done by means of a centre guide attached to the frame of the fixture. Then I fasten the slide rest in the desired position, and having attached the fine belt to the two pulleys above mentioned, I bring the cutter up against the wheel blank by means of the feed screws of the slide rest, and revolving the cutter cut a notch or space in the wheel blank, then move the index two notches and cut another space and find that the tooth is not cut to a knife edge, and so turn the cross-feed screw to cause the cutter to enter deeper into the wheel blank until the tooth is correct; then repeat the cutting operation till the entire number is cut. All wheel and pinion cutting is done on the same principle, though of course with modifications in detail, the slide rest being arranged differently, for instance, when cutting bevel stem-wind wheels than when cutting flat ones. You can get from the lathe factories indexes for cutting any number of teeth from 3 to 360, and also all kinds of cutters for cutting watch and clock wheels and pinions. As far as the teeth of wheels are concerned, they are finished when cut, but steel pinions require to be tempered and polished subsequently, and the Wig-Wag is brought into requisition to do the polishing, the operation of which I will explain in another article. It is very seldom one finds it necessary to make a pinion, but stem-wind wheels and different kinds of brass wheels are very frequently required, which it is impossible to buy in the material shops, and then the attachments for this work are indispensable. If you have the lathe and slide rest, the cost of the other attachments necessary, including a stock of cutters, indexes, etc., will be about \$60.00.

SINCE John Wanamaker became Postmaster General of the United States he has ceased to sell roulette tables and faro lay-outs. When he started in the business of running his great bazaar he sold everything that anybody would pay for. In the department of games he kept playing cards, roulette tables, chips, bones, counters and everything else that is necessary to gamble with, including dice and dice boxes. When the bazaar became very profitable, and Mr. Wanamaker started to go into society, he gradually ceased to sell gambling implements.

## PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

THE DUPLEX ESCAPEMENT. CONTINUED.

(481) But there are other considerations which also govern the proportion between the diameters of the rollers and the repose-wheel. Fig. 30 shows a roller circle  $n$ , and part of a larger roller,  $n'n'$ , with its centre at  $e'$ , both having the same intersection  $ac$ , with the wheel circle  $xx$ . We see, first, that the larger the roller, the smaller the small-lift. The intersection is the same in each case from  $a$  to  $c$ , but the angle  $aec$  is evidently much larger than  $ae'c$ , the angle of small-lift of the larger roller. Second, that the larger the roller, the nearer to a straight line is the curve from  $a$  to  $c$ , and the less secure the repose or locking of the tooth at the point  $a$ . The tooth  $o$  tends to force its way past the roller, and the shallower the intersection or the nearer straight the curve from  $a$  to  $c$ , the more danger there is of the tooth springing the staff and forcing it back. Third, the larger the roller, the greater the radius of friction, and the more the pressure of the tooth will retard the vibration of the balance. The radius of the small roller is  $ea$ , while that of the larger one is  $e'a$ , so that the friction acts upon the end of a lever twice as long as the other, and must produce twice the retardation. The farther from the centre of a revolving shaft friction is applied, the greater its effect. Not only is this so, but with any increase in the strength of the motive power this retarding influence would also become greater. A duplex watch with a large roller, driven by a going-barrel, would be so much affected by the difference of the motive force, as the mainspring was more or less wound up, that the hair-spring would be unable to properly control the vibrations of the balance, and close regulation would be impossible.

(482) Fourth, the larger the roller, the greater the injurious influence of the friction in another way; the pressure of the tooth being now more oblique is more powerful. In addition to the actual or direct pressure of the tooth against the roller (481), there is the wedging action arising from its oblique direction. The larger the roller, the stronger this pressure, because the more oblique, and it is specially injurious during the forward vibration of the balance, because then the direction of the motion of the roller coincides with that of the pressure of the tooth, tending to draw it in and force it past the line of centres. Fifth, the larger the roller, the more injurious the recoil of the tooth during the return vibration, as it occurs at the end of a longer radius or lever. As the notch passes to the left, the tooth drops from the left lip across the notch against the right lip, giving it a blow directly opposed to its direction of motion. The balance continuing to vibrate, the right lip carries the tooth back as far as it had fallen forward, causing a recoil of the wheel against the whole pressure of the mainspring, both the blow and the recoil being more powerful as the roller is larger; even in a medium sized roller offsetting the impulse given by the tooth pressing against the lip through the small lift. In large watches, taking mainsprings of good width and strength, larger rollers are allowable than with small thin movements, which will receive only narrow springs. When the motive force is weak, the roller should be smaller to lessen



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the friction and resistance of the tooth upon it. Accordingly, if the movement is otherwise correct, we may enlarge a scant vibration either by a smaller roller, or by keying up the mainspring more when a stronger one could not be fitted.

(483) The action of a roller too small may be briefly described as the opposite of that given for rollers too large. The repose or locking of the tooth upon it is unsafe, because, although the surface is more curved, the depth of the intersection is so very minute an amount, owing to the small size of the roller, that the least play of the balance pivots in their jewel holes, any springing of the balance staff, any inequality or wear of the teeth of the wheel, any want of perfect true-ness or concentricity of the roller on the staff would infallibly affect the running, either by allowing the tooth to get past the roller, or coming so near to wedging its way past as to stop the watch or greatly disturb the rate. The smaller the roller, the less the effect of the friction (both direct and oblique) of the tooth upon it, as it acts upon a shorter lever, or nearer to the centre of the roller. The balance is left more free and the vibration larger, while the control is less. The smaller the roller, the less injurious the blow and the recoil, both from the notch being correspondingly narrower, and the lip being nearer the centre.

(484) The size which practically satisfies all these varying conditions is the one which will give the desired control (476). While the other conditions may be safely modified to some extent without material injury, the function of control should be most carefully provided for. It is peculiar to this escapement, and indispensable to correct performance. With a large roller, as we have seen, the balance vibrations are diminished and greatly affected by change of the motive force. A smaller roller leaves the balance uncontrolled and its motion too free. As the impulse is very energetic during the large-lifting, acting at the best mechanical advantage, a small roller allows the vibrations to become too large, especially as the motive force becomes stronger, resulting in tripping, or allowing two teeth to pass at each vibration instead of one. Besides the small roller being defective in principle, as having too little control, there are grave practical objections to its use, as its weakness, the minuteness of the acting parts, being affected by the slightest amount of wear, inequality of construction, dirt, etc., with other objections already noted.

(485) It has been concluded that the diameter of the roller should never be smaller than  $\frac{1}{4}$  the distance between two teeth, and not so small as that except in small watches with weak motive force. In large watches, taking wide and strong mainsprings,  $\frac{1}{3}$  would be better adapted to the conditions. The best results in all ordinary cases are shown by experience to follow the medium between these extremes, or  $\frac{1}{2}$  the distance between two teeth, which will be about  $7^\circ$ . The actual diameter of the roller can be calculated as follows: As every circle has  $\pi$ , a roller having a diameter equal to  $\frac{1}{4}$  the distance between two teeth or  $8^\circ$ , would be  $\frac{1}{4}$  the circumference of a circle passing through the points of the repose teeth. Measure the diameter of the wheel, multiply by  $3\frac{1}{2}$ , which gives the circumference. Divide this by 45, and we have the proper diameter for a roller jewel suitable for that wheel.

(486) We may avoid the trouble of computing the circumference and dividing it by 45, by getting the equivalent pro-

portion of the diameter itself. Dividing 45 by  $3\frac{1}{2}$  we get 14 (about), so that  $\frac{1}{14}$  the diameter is equal to  $\frac{1}{45}$  the circumference, and we need only measure the diameter of the wheel and divide that by 14 for the diameter of the roller. In the same way we find that  $\frac{1}{14}$  the distance between two teeth is about  $\frac{1}{45}$  the diameter of the wheel,  $\frac{2}{14}$  is about  $\frac{2}{45}$ ,  $\frac{3}{14}$  about  $\frac{3}{45}$ , etc. These figures are only approximately correct, but are as near as will be got by measurement of the parts. All things considered, a roller slightly too large is preferable to the reverse, as a deficiency of motion is better than too large vibrations, which from the effects of riding, and even carrying, would result in tripping, causing double speed of the escape-wheel and the hands. We have here a hint for the correction for an improper size of roller: If the roller is too small, weaken the

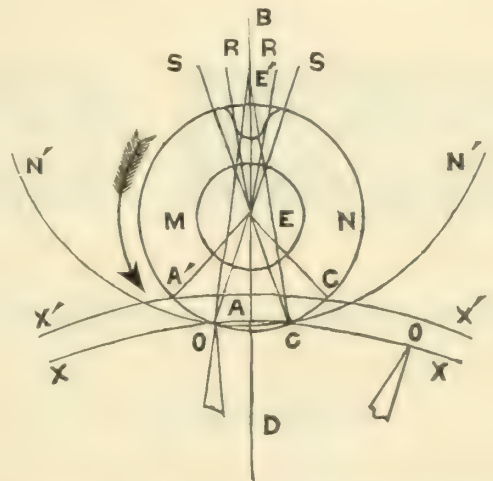


Fig. 10.

mainspring, if too large stiffen it, either by changing the spring or by altering the stop works to give a different amount of "keying-up." The workman will now perceive the necessity of care in selecting a roller jewel, and the effect of having one too large or too small, as well as how to meet any peculiarities of construction requiring special treatment adapted to them.

(487) We have now to consider the shape and width of the notch in the roller. This must not be so deep as to reach too near the central hole *m*, for this would weaken the jewel and make it unsafe. The shape of the notch should be such that the point of the tooth will be perfectly free while passing through it and wide enough at the surface of the roller to likewise clear the tooth at the proper distance from the point. It therefore depends somewhat on the shape and thickness of the teeth, and their depth in the notch. The wider the notch the further the tooth falls from the left to the right lip, and the more powerful the effect of the blow. But if it is narrow, the balance must vibrate further from the line of centres to the left to allow a repose-tooth to enter the notch, and to the right to enable it to escape, rendering the escapement more liable to set. The wider the notch, the greater the recoil of the wheel, during the return vibration of the balance, as the right lip must carry the tooth back again, and leave it locked on the outside of the roller as before, till the notch comes around by the forward vibration to receive the tooth for impulse. The width is ordinarily about  $20^\circ$ , measured upon the circumference of the roller from its centre, and shown by the lines *ee*, *ee*. The sides of the notch should be perfectly polished, and the two edges or lips not rounded off any more than enough to prevent sharpness. This rounding off should not occupy over  $15^\circ$  outside of lines *ee*, or between them and the lines *ee*, *ee*. When, however, the small lift is larger than  $3^\circ$ , the notch may be a little wider, being about  $30^\circ$  when the small lift is  $5^\circ$  or more.



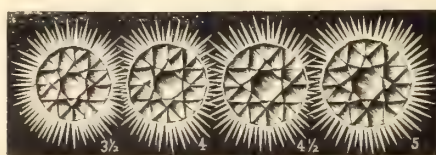
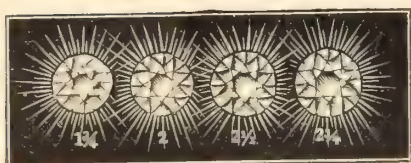


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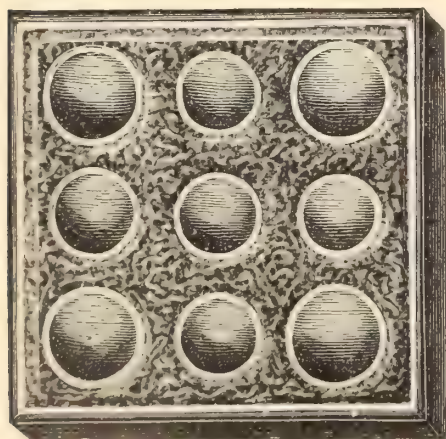
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Made up in slack times, are disappearing as fast as the snow. Every one of them is guaranteed. Stock Trays measure 11 x 11. Walnut and Plush, Plain Tray, \$1.00. Walnut and Silk Velvet, Plain Tray, \$1.25.

Write for anything you want in Cases or Findings.

## The HEMMING BROS. CO., Ltd., 76 York St., Toronto.



# SELECTED MATTER.

## WHERE THE BOTCHES COME FROM!

[It is now about seventeen years since the following sketch was written by Mark Twain, and although it was published in THE TRADER years ago, it is so apropos to the present discussion. What shall we do with the botch? that we hazard printing it again, feeling sure that its quaint humor will amply repay every one of our readers for even a second perusal.—ED. TRADER]



MY beautiful new watch had run eighteen months without losing or gaining, and without breaking any part of its machinery or stopping. I had come to believe it infallible in its judgments about the time of day, and to consider its constitution and its anatomy imperishable. But at last, one night, I let it run down. I grieved about it as if it were a recognized messenger and forerunner of calamity; but by and by I cheered up, set the watch by guess, and commanded my bodings and superstitions to depart.

Next day I stepped into the chief jewelers to set it by the exact time, and the head of the establishment took it out of my hand and proceeded to set it for me. Then he said, "she is four minutes slow—regulator wants pushing up." I tried to stop him—tried to make him understand that the watch kept perfect time. But no; all this human cabbage could see was that the watch was four minutes slow, and the regulator *must* be pushed up a little; and so, while I danced around him in anguish and besought him to let the watch alone, he calmly and cruelly did the shameful deed.

My watch began to gain. It gained faster and faster day by day. Within the week it sickened to a raging fever, and its pulse went up to a hundred and fifty in the shade. At the end of two months it had left all the timepieces of the town far in the rear, and was a fraction over thirteen days ahead of the almanac. It was away into November enjoying the snow, while the October leaves were still turning. It hurried up house-rent, bills payable and such things, in such a ruinous way that I could not abide it. I took it to the watchmaker to be regulated. He asked me if I had ever had it repaired. I said no, it had never needed any repairing. He looked a look of vicious happiness and eagerly pried the watch open, then put a small dice-box into his eye and peered into its machinery. He said it wanted cleaning and oiling, besides regulating—come in a week.

After being cleaned and oiled and regulated, my watch slowed down to that degree that it ticked like a tolling bell. I began to be left by trains, I failed all appointments, I got to missing my dinner; my watch strung out three days grace to four and let me go to protest; I gradually drifted back into yesterday, then day before, then into last week, and bye and bye the comprehension came upon me that all solitary and alone

I was lingering along in week before last, and the world was out of sight. I seemed to detect in myself a sort of sneaking fellow feeling for the mummy in the museum, and a desire to swap news with him. I went to a watchmaker again. He took the watch all to pieces while I waited, and then said the barrel was "swelled." He said he could reduce it in three days.

After this the watch *averaged* well, but nothing more. For half a day it would go like the very mischief, and keep up such a barking and wheezing and whooping and sneezing and snorting, that I could not hear myself think for the disturbance; and as long as it held out, there was not a watch in the land that stood any chance against it. But the rest of the day it would keep on slowing down and fooling along until all the clocks it had left behind caught up again. So at last at the end of twenty-four hours, it would trot up to the judges' stand all right and just on time. It would show a fair and square average, and no man could say it had done more or less than its duty. But a correct average is only a mild virtue in a watch, and I took this instrument to another watchmaker. He said the kingbolt was broken. I said I was glad it was nothing more serious. To tell the plain truth, I had no idea what the kingbolt was, but I did not choose to appear ignorant to a stranger.

He repaired the kingbolt, but what the watch gained in one way it lost in another. It would run awhile and then stop awhile, and then run awhile again, and so on, using its own discretion about the intervals. And every time it went off it kicked back like a musket. I padded my breast for a few days, but finally took the watch to another watchmaker. He picked it all to pieces and turned the ruin over and over under his glass; and then he said there appeared to be something the matter with the hair-trigger. He fixed it, and gave it a fresh start.

It did well now except that always at ten minutes to ten the hands would shut together like a pair of scissors, and from that time forth they would travel together. The oldest man in the world could not make head or tail of the time of day by such a watch, and so I went again to have the thing repaired. This person said that the crystal had got bent, and that the main-spring was not straight. He also remarked that part of the works needed half-soling.

He made these things all right, and then my timepiece performed unexceptionably, save that now and then, after working along quietly for nearly eight hours, everything inside would let go all of a sudden and begin to buzz like a bee, and the hands would straightway begin to spin round and round so fast that their individuality was lost completely, and they simply seemed a delicate spider's web over the face of the watch. She would reel off the next twenty-four hours in six or seven minutes, and then stop with a bang. I went with a heavy heart to one more watchmaker, and looked on while he took her to pieces. Then I prepared to cross-question him rigidly, for this thing was getting serious. The watch had cost two hundred dollars originally, and I seemed to have paid out two or three thousand for repairs.

While I waited and looked on, I presently recognized in this watchmaker an old acquaintance—a steamboat engineer of other days, and not a good engineer either. He examined all the parts carefully, just as the other watchmakers had done, and



# EDMUND SCHEUER.

Everything Needed by Jewelers.

## FAHY'S and BOSS

FILLED CASES CHEAPER THAN EVER.

# MONTRES AMERICAINES.

MONTRES AMERICAINES.

BAGUES

JUMELLES

DE

MARINE

ET

THEATRE

LUNETTERIE

BIJOUTERIE

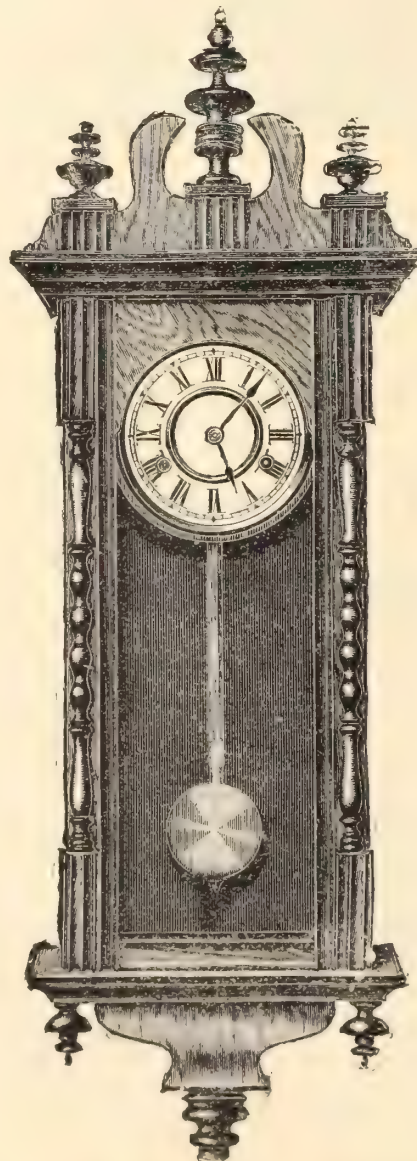
OR

MACHINE

A

PLAQUER

MORRISON



BRONZES D'ART

OUTILS

ET

FOURNITURES

D'HORLOGERIE

CORDONS

DE

MONTRE

BIJOUTERIE

FAUSSE

MOUVEMENTS

LEADER

ET

PRINCESS

PENDULES FRANCAISES.

ELGIN, WALTHAM, COLUMBUS, NEW YORK STANDARD.

TORONTO.



then delivered his verdict with the same confidence of manner. He said :

"She makes too much steam— you want to hang the monkey-wrench on the safety-valve!"

I brained him on the spot, and had him buried at my own expense.

My uncle William (now deceased, alas!) used to say that a good horse was a good horse until it had run away once, and that a good watch was a good watch until the repairers got a chance at it. And he used to wonder what became of all the unsuccessful tinkers, and gunsmiths, and shoemakers, and blacksmiths; but nobody could ever tell him.

## THE LATEST FADS AND FANCIES.

SOME of the more stylish hair pins have mother-of-pearl prongs.

Pencil cases, of late issue, are of mingled gold and mother-of-pearl.

Some of the latest silver belt buckles assume all sorts of fantastic shapes.

Coral jewelry is frequently seen, and is again attracting considerable attention.

Garnet incrustated globes are a much affected fancy in single pronged hair pin tops.

Little basket queen charms of gold, ornamented with precious stones, are more popular than ever.

A charming new brooch is a small star of colored pearl set in the centre of another star of diamonds.

Narrow corded ribbon watch-guards to correspond with the color of the waistcoat have a bar and clasp of gold set with diamonds.

Among the fanciful designs in scarf pins is a small turtle whose body is formed of a pearl and the head of a number of selected garnets.

Two narrow flat bands held together at intervals with pearls, and containing a solitaire diamond setting compose a ladies' ring now in style.

There are bracelets on the market composed of a gold wire circle with a varicolored gold frog which is pushed back and forth to open or fasten the bracelet.

Lilies of the valley seem to be a popular model for the handles of spoons. The shape of the leaf is copied in the form, and on this is the stock of the flower in relief which makes the decoration.

Diamond necklaces are in great vogue; necklaces of all kinds are now enjoying great favor, Renaissance designs, and the lighter graceful designs of the Louis XVI. period being most admirable. This last is distinguished by ribbons and garlands.

Enameled jewelry is by no means out of date, but the violet, pansy, marguerite or wild rose has had its day. Now the orchid leads. There are no less than a dozen to choose from for a lace pin, in the heart of which a solitaire of some sort is buried.

Heart-shaped jewelry is found everywhere. Pendants and brooches more often than not are heart shaped, and no expense is too great to lavish on them. Moonstones and turquois

heart-shaped and surrounded by diamonds, seem to be the favorite stones.

An odd but attractive bracelet is made of pale sapphires cut in bud-like forms and suspended between two triangular forms inlaid with diamonds, and intended as conventionalized leaves. These overlap one another, the sapphires being held in perfect relief. The effect is very novel.

A new fashion in all sorts of jewelry is to give the effect of a pin passing through the material. This is done by a concealed hinge and pin. For example, a chatelaine on which is suspended a vinaigrette has a diamond sword as a belt pin. The diamonds are found in the hilt and in the end of the pin, and the concealed pin pierces the stuff. The effect is that of the entire diamond-shaped blade passing the gown. Diamond hair pins are constructed on the same principle instead of having all the ornaments lavished on the top.

A fad of Paris is now the jeweled glove. Some of them have three rows of diamonds so arranged that they could be sewed on to one pair of gloves and yet transferred again to another pair at will. They look most charming on the hand. This fashion seems strange, because embroidered gloves have rarely made much headway in modern times, though centuries ago they were most popular. Fine work is also shown on the new gloves in Paris as well as jewels. The arms and crests of noble and royal houses adorn the top, while flowers and leaves, in designs and in natural colors, cover the outside of the black kid gloves especially, silver lilies of the valley being placed on white kid.

The gift of almost any foolish, dangling bit of jewelry makes a woman happy, but if some one chances to give her just now a funny little gold heart, like the old-fashioned carnelian ones our mothers wore, she slips a fine gold chain through the lover's knot that makes the loop, and hangs it about her neck, if it's a locket, or pins it on the front of her gown if it's a brooch, and feels herself just the happiest woman in all the world. For, you see, she has the very latest ornament that the goldsmith has devised for making her pretty and happy. It may be of gold without ornamentation, unless her name be engraved on one side and some pretty sentiment on the other, or it may have (and then she is blest indeed), a moonstone set in the centre and be rimmed about with brilliants or pearls, or it may even have a big pearl or diamond in place of the moonstone, if she really prefers to have it so, and can have it. But it is just as well if she can't, for the moonstone is quite as pretty and quite as fashionable just now.

*Manufacturing Jeweler.*

## MANUFACTURE OF ARTIFICIAL IVORY.

A very good quality of artificial ivory can be manufactured from bones and the hides of animals. The bones are macerated and bleached in chloride of lime for two weeks; then heated by steam together with the hides until a fluid mass results, and to this a small quantity of alum is added. After filtering the mass and drying in the air it is allowed to harden in an alum bath, yielding white, tough plates, which closely resemble ivory, and are more easily worked than the natural product. *Globe Democrat*



# THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWELLED, SIX SIZE, NICKEL MOVEMENT, KNOWN AS  
No. 149.**

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## THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWELLED, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,

KNOWN AS No. 120.

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## THE ILLINOIS WATCH CO'Y

Will Next Month place upon the market a Movement

**PARTICULARLY ADAPTED TO THE CANADIAN TRADE.**



## THE MODERN SILVERSMITH'S ART.

EUROPE has hitherto been looked upon by the people of this continent as the true home of art work in silversmithing, but it is quite evident from the rapid strides which are being made by the workers in this branch of industry on this side of the Atlantic, that this supremacy will soon, if it is not even now, be a thing of the past.

So far as regards articles of utility for table and other household and personal uses, it has long been admitted that American handicraft, aided as it is by the lavish use of the most perfect machinery, has placed this branch of the industry far ahead of any rivalry that it has hitherto had in Europe. Outside of the practical, however, it has generally been conceded hitherto that the European masters of Silversmithing have attained to a much higher ideal of true artistic production than their compeers in this country, tied down as they were by their surroundings and the needs of the patrons for whom they catered.

This state of affairs, we are glad to say, has of late years been gradually on the change, until at the present time the leading silversmiths of America can put forward specimens of their handicraft that will compare favorably, if they do not surpass the very best works that can be produced abroad.

Foremost amongst the manufacturers of America in this art crusade is the now celebrated Gorham Manufacturing Co., of Providence, R. I., whose goods are now almost as well known throughout the North American Continent as the look of a

U. S. treasury note, and whose stamp and guarantee are regarded by the public as being as worthy of confidence as that of the Hall mark of England.

The magnificent silver trophy, the illustration of which we herewith present to the readers of THE TRADER, was recently finished at the Providence factory of the Gorham Mfg. Co. for

the Coney Island Jockey Club, who call it the "Double Event" prize cup, and by whom it was awarded to the Hon. W. L. Scott, of Erie, Pa., as an award for the remarkable achievements of his three year old horse "Torso" at the Coney Island races last fall. We are indebted to our esteemed contemporary, the *Jeweler's Journal*, of Chicago, for the following description of this remarkable production:—"It seems almost ridiculous to name a tankard of such noble proportions and rare beauty a "cup," but since we have so fine an illustration executed under the supervision of the makers, we will not quarrel with the name. This piece stands twenty-two inches in height, mounted on a highly finished ebony pedestal, as shown in the engraving which shows the trophy one-fourth its actual size. As a specimen of repousse work in the Renaissance style, we believe this is one of the finest specimens



THE W. L. SCOTT PRIZE CUP.

ever executed in silver. The high relief in which the figures and ornamentalations are wrought are well-nigh wonderful, so skillfully has the artist brought out and under cut his work that the casual observer is inclined to believe that they have been molded out separately and applied after the body of the work was complete, although as a matter of fact they have been raised from the body of the tankard and are a part of the same



# MONTREAL WATCH CASE COMPANY

Address : P. O. Box **1093**.      Factory : White's Lane, off 123 Vitre Street, **MONTREAL**.



## TO THE TRADE

In thanking you for the very liberal patronage extended to us so far, and asking for a continuance of your favors, we would call attention to some of our special styles.

**Princess or Filed Shell Cases,  
Howard Style Cases,  
Pateck Phillippe & Co. Cases.**

N. B.---We guarantee our production equal in quality, style and design to any case produced in the market, including American or Swiss.



piece of silver of which it is composed. The central and perhaps the most striking feature of the piece is the four horses and riders wrought out so faithful to life that one can plainly see that the artist has chosen the supreme effort of the home-stretch for his subject. The horses and jockeys which form the foreground are more clearly shown than the other details of the race track, which are delineated in the distance with rare skill. The grand stand, with its excited auditory, stands out against a back ground of shade trees and shrubbery, and the inevitable clouds rising from the track are most faithfully wrought out. Upon the uppermost part of the handle, which is composed of wreaths of laurel and acanthus, is seated an exquisitely molded Greek figure of Victory. An attached figure of cupid surmounts the cover holding a scroll upon which is engraved the name of the winner. A German gargoyle of a cunning workmanship and mythical design forms the spout of the piece. The cornice over and the base below the landscape are in relief, the artist having blended shells, forget-me-nots, roses and vines in the design. The marked contrasts which the artist has produced by embodying the boldness of the highest relief with the delicate details of flour and leaf is something quite remarkable, and altogether the trophy is one that the owner, though a millionaire, may prize among his richest possessions, as well as a specimen of handiwork that will bring new honors to the Gorham Company.

"The more and the closer this beautiful piece of silver is studied, the more will its artistic excellence appear. When the order was given by the club for their "Double Event" trophy for 1889, the Gorham Company were in the midst of the largest trade they had ever secured, and thinking that like many prize winners Mr. Scott might be displeased if he did not receive his trophy soon after it was awarded, they addressed the gentleman stating that it would be a month or more before it could be completed as it ought to be, and his prompt reply was "take all the time you want, six months if necessary, only make it fine." One is forced to conclude that the owner of this piece of silver will feel well repaid for being an ideal customer and for waiting to have it carefully finished in every detail, for he certainly is the possessor of a cup of unusual intrinsic value, fully one thousand dollars, as well as a specimen of art work in precious metal, that will, in all probability, considering its cost, remain unrivalled, at least unsurpassed during the remainder of the century."

## FEEDING THE CHICKENS BY CLOCK- WORK.

Fred. Leach, of Ansonia, has some fine poultry, and he believes in feeding them as regularly as he eats his own meals. He is unable to be at home at night before the chickens go to roost, and in order that they may be fed without fail he has rigged up an apparatus which works like a charm. The usual quantity of corn is placed in a tin can, which is suspended from a string and weighted. An alarm clock in the outer coop releases the string at a certain hour, the can turns bottom side up and the corn is scattered. There are four coops, and each has its can, all working at the same time. *New Haven Palladium.*

## WAYLAYING A STAGE.



VERY steamer which comes up from Ensenada for several months past has brought to this city from \$3,000 to \$10 000 worth of dust and nuggets from the mines at Alamo and other points on the peninsula, and this fact has finally excited the cupidity of highwaymen, as the treasure must be carried from forty to sixty miles over an uninhabited country to reach Ensenada.

The first stage robbery occurred several days ago, and several of the stage passengers came up this morning on the steamer. William J. Vaughn, a pioneer storekeeper of Alamo, was one of them, and from him the following particulars of the holdup are gleaned:

The stage, which makes semi-weekly trips from Alamo to Ensenada, had proceeded about five miles from the former place, with H. H. Douglass driving and eight passengers, including Vaughn and Major Zimpleman. The major, who is president of the El Paso mine, had between \$7,000 and \$8,000 worth of bullion aboard, which had just been cleaned up at his mine. There was \$10,000 at least in the stage. The \$2,500 or more cleanup made by the International Company the day before was to have been forwarded, but had for some reason not been sent.

At a point in the road where a bluff some eight feet in height shields it, a noise came from the brush. It was repeated three times, when Mr. Douglass at last caught the words, "Hold on there." The passengers looked around and saw that a man partially concealed in the bushes had them covered with a rifle.

"Throw out that International bullion," he commanded in an unmistakably American voice. Douglass reined up his horses, and, looking coolly at the weapon said, with a resolute accent: "We haven't any bullion." The highwayman apparently doubted this, for he repeated the demand twice, receiving the same reply from Douglass. "Throw off what you have," then said the fellow.

Two of the passengers threw eighteen silver dollars and a bear check into the road. One man then started to get out, when the highwayman yelled for him to get back, and added: "drive on like ——" They did so, but stopped after going about 150 yards, and Douglass took a rifle and one of the others a pistol and walked back. They finally sighted the man, but he at once disappeared in the brush and was seen no more. The party differ in describing the outlaw, but all seem to agree that he was a novice and a resident of Alamo. A number of Mexican rurales are after him, and if caught and convicted he will be shot, that being the penalty for highway robbery in Mexico. *San Diego dispatch in San Francisco Chronicle.*

For poling brass add to sulphuric acid half its bulk of bicarbonate of potash dilute with an equal weight of water and apply well to the brass, then wash well immediately in water, wipe dry and polish with pulverized rotten stone.





# FANS.

The Fan Trade is the special province of the Jewelry store. By Fans we mean Evening Fans. Not Japanese 2 for 5's.

We do not want to boast, but we think we have the line of Fans in Canada to-day.

We know, for we are constantly told, that our prices are lower than have ever been offered in Canada before.

We have sold out clean our whole January shipment. We have also sold in advance the greater part of two large lots arriving in May and June, and we have another large lot on order.

Write for sample lot! Never miss seeing our Travellers' samples.

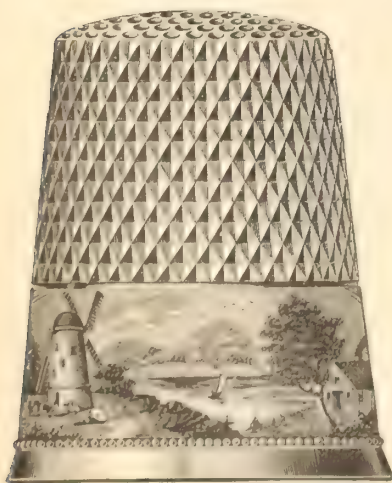
The Fan Trade is one of the nicest and most profitable lines at the present time.

**THE HEMMING BROS. CO., LIMITED,**  
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## SIMONS BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

*Canes, Thimbles, Jewelry, Chains, Umbrella Mountings*



### WATCHES AND DIAMONDS

Established 1840.



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*Our Canes and Thimbles for sale by  
Leading Jobbers.*



No. 573. 7/8 in.

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## THE PATHETIC SIDE OF WATCH MAKING BY MACHINERY.



WHEN a Mohammedan opens his eyes in the morning, and can distinguish the difference between a black thread and a white one, he knows that it is prayer time. No other clock is needed. In lands where they have no clocks or watches, very simple methods are adopted for measuring time, but with each increase in civilization there comes the necessity for more accurate means of arriving at correct time. It is confidently affirmed that the water clock or clepsydra was used long before the sun-dial, and that toothed wheels were used for the water clock about 145 B.C. But the real origin of clocks is very doubtful. Whoever invented them mat-

ters very little now, for most scholars are inclined to think that the evolution of time measures was very gradual, and we may safely assume that it was not until after Harrison's invention of the chronometer that the real business of watchmaking began.

### TIME PIECES AS MONEY.

Early last century the descendants of the iron-workers in Prescott had taken to making the works for watches; and they became famous for their skill in producing the different parts of the time measures. Liverpool became the centre of a vast watch trade, and in the early part of the present century it was famous all over the world for its watches. A few great names survive even now amongst the manufacturers of chronometers. One curious feature in the watch-movement trade is recalled by old men even now. The great makers were named Tobias, and they used to export many thousands of movements every year. Owing to some peculiarity in the United States laws, it was possible to send there small boxes of movements, which were to be cased in America. The frame of these boxes of Tobias' movements was so great that they were used as a medium of exchange, and thousands of bales of cotton and countless negroes were bought by means of the small boxes, which each contained half a dozen watch movements from Liverpool. In later years, when money became more abundant and general confidence was restored, some of these boxes were opened to have the works put into cases, and it was found that the delicate little mechanism had rusted away. The boxes had served for money for such a long time that their contents had gone to ruin.

### THE AMERICANS GET IN THEIR FINE WORK.

The enormous exportation of watches and watch movements made it necessary to employ other men besides the skilled artificers of Liverpool and London. And what place was more likely to become the centre of the movement industry than Prescott? It had a small trade already, and the skill had never departed from its workers; so, because Liverpool was busy and rich, Prescott shared in its prosperity. It seems odd to us to look at the quiet little town now and see where the men did their work. They lived in narrow courts and

alleys, built little workshops over their ashpits, and toiled away, early and late, in the most unsanitary and unhealthy places. Their machinery consisted of a lathe worked by hand, a curious-looking little bow, and the sharp tools which Prescott men had so well learned how to make. When a man constructed the movements for a watch, they worked well in that particular watch, but in no other, for the parts were not interchangeable. Each wheel and pinion and part made by itself was "hand-made," so that if a wheel was lost a new one had to be made specially. But the Swiss cottagers learned how to make cheap watches, and, suffering from the competition, the men of Prescott began to starve. Then the Americans got hold of the industry. They saw how the Swiss worked, and they invented machinery for doing more accurately and more cheaply what these hand toilers had done, and we adopted the American watch. The Lancashire man and the Swiss were starving together, and it looked as if the glory of the trade had departed from our country-side forever. The men at Prescott still made "movements" but on a small scale. The little workshops, like beehives, were closed and idle; the little lathes were silent, and only a few of the old men still clung to the methods which would now scarcely buy bread. Cheap and miserable "movements" were bought in Switzerland and put into English cases, and were passed off for English watches; and the idle men of Prescott saw the swindle, but were powerless against it.

### CHANGES WROUGHT IN THE BUSINESS.

The Merchandise Marks Act, 1887, was meant to compel foreigners to stamp on their goods the country of their origin. We are to know when we buy Swiss watches and when we buy English. That was all the Prescott men wanted, and a new life has come pulsating through the sleepy little town. Meetings have been held, a watch company has been formed, a factory has been erected, complex machinery has been purchased, and the work is already in full blast.

The new company is to manufacture all the movements of a watch, and ultimately to make watches. They make also the machinery for Wanzel lamps and steam gauges, and all such things, so that the mechanics of the town have more than one string to their bow, and they ought to succeed in their new venture. If the company is a success, and pays a good dividend, people will say, "We knew it;" but if it fails, woe be to the hardy spirits who dared to stake their all on the skill of Prescott mechanics, to back them against the world.

The sight of the old watchmakers—or rather movement makers—who stand by and observe the new departure, is a sad one. The world has left them behind. I went into one little cottage where dwelt a toiler who had been making "centre pinions" for sixty years. The cottage was a single story, with a modern slate roof, rickety and poor. The place presented every token of pitiful poverty, yet the little old wife was as bright and cheery as if the world had gone well with herself and husband. Once upon a time, when she was young and her husband was strong, and Swiss and American watches were unknown, they had made good wages. But evil times had fallen on them, and the best bits of furniture had faded out of the poor watchmaker's cottage, until it was bare and poor and desolate. When the promise of good times came again to the sleepy town the old man's hand had lost its cunning and the





*"You cannot check Manitoba!"*

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Some of our would-be competitors have been dishonest enough to try and injure our business by stating to our Customers that we sell goods at Retail.

Now, we wish it distinctly understood that we protect our Customers, always have and always intend to, do ONLY a WHOLESALE TRADE, belong to NO COMBINATION, and sell goods to suit OURSELVES and our CUSTOMERS.

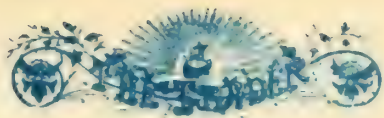
We have now removed to our large and commodious new premises at 433 and 435 Main Street, where we shall be pleased to see you when in our city, and show you the finest Wholesale Jewelry Warerooms in Canada.

Yours truly,

Winnipeg, Man.

W. F. DOLL.






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WHOLESALE JEWELLERS & DEALERS IN  
PRECIOUS STONES.

NOVELTIES ARE OUR **GREAT SPECIALTY**  
IN EVERY LINE OF GOLD & SILVER JEWELRY.

THIS WE MAKE *The Feature* OF OUR BUSINESS.

Sole Agents in the Dominion of Canada for the Celebrated Window Fronts  
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brightness had gone from his eye. He made centre pinions before railroads had been introduced in the land. He made centre pinions when a watch was a valuable possession, and only rich people wore such a thing; he worked at the watch trade before steam was used, or machinery; and now he stood helpless in the midst of the swelling waves of a new era.

NEW WORKS AND NEW WORKERS.

He scarcely knows what to make of it all, while his cheery little wife looks on with wonderment in her face. The new men are kind to the old men. The workers who have brought steam to their aid and complicated machines are yet very sympathetic toward the men who bind them to the past, and they give the old fellows work; but, unfortunately, the work is of little value. The young men with steady hands and keen eyes, make good wages; but the feeble old man can barely make 12s. per week, and in his heart, no doubt, he abhors the new, modern, progressive notions. But he must make way. Out from the old man's cottage window, where he sits at his lathe making the poor centre pinions—which a modern machine makes much quicker and better—he used to see the green fields, and the hedgerows and the blue sky. But that is over now. A new red brick building has risen on the field which lies next to his house, and here the modern watchmakers are at work. Only last May the Lady Margaret Cecil came from Knowsley Hall to lay the foundation stone of that building, and the townspeople shouted hurrah, and the bands played, and the flags floated gaily to the wind. But it all boded ill to the old man. New workers have come to the vast factory, and they work under healthy conditions, assisted by the most delicate machinery that man has ever made; and the old centre pinion maker has to go to the wall. So the new forces come in, and the old men pass away, and as they pass we can scarcely hear them moan. But if the new trade prospers in Prescott we will try and forget the poor old fellows who could not adapt themselves to the new conditions, and we will join in the hurrahs that laid the birth of a new industry.—*Leeds Mercury*.

A LITTLE NORTHWESTERN FAD.

St. Paul has originated a fad of its own in one case instead of borrowing from the effete East. The particular home-made fad consists in cutting out the centre of a silver dime, using the rim for a ring, and attaching to it by a little chain the rounded centre, which is adorned by the monogram of the giver. The society young lady, the school girl and members of the theatrical profession have been caught by this seemingly clumsy arrangement. Travelling men have bought them to send away, and business men have purchased them for gift trifles. Said a jeweler on Wabash street, yesterday: "I have sold 1,500 since the middle of December." At first thought it would seem that the ring would be brittle, being cut from a coin which is stamped out, but it is not. Any one who will explain its attraction can solve any riddle, but it's a craze at present. By the way, all changes are coming in the line of silver. The metal is becoming so plentiful that almost every article is produced in it, and the opportunities which it furnishes for artistic work are unlimited. The result is that gold as a medium for designs is at present given the go-by.—*St. Paul Pioneer Press*.

FIGHTING FOR DIAMONDS.



**A**NOTHER bold attempt to rob Hyman, Berg & Co., of 127 State street, Chicago, on April 3, was frustrated by the precaution of one of their salesmen and the prompt action of the Palmer House employees. Sunday morning, March 2, a well-dressed stranger, about five feet, three inches tall, of stout build and dark complexion, with a short black moustache and closely cropped black hair, registered at the Palmer House as R. A. Allen, and giving

no address. He appeared as though he had been drinking heavily and was very nervous. He was assigned to room 649, on the sixth floor, and was not seen in the hotel office again for several days, when he called for some letters. On April 3, Allen summoned several messengers and sent them to several stores with letters. One of these letters was addressed to Hyman, Berg & Co., and read:

*Hyman, Berg & Co.,*

GENTLEMEN—Please send for my inspection to room 649, in the Palmer House, several diamond rings and pins. Do not send very high priced stones as I do not want to pay more than \$125 for the ring and \$65 for the pin. I fell down and sprained my ankle last night, and so am unable to go to your store. I am in a hurry, as I will leave for Louisville to-night, if I am able to ride in a cab

Very Respectfully,

RALPH A. ALLEN.

The firm often receive requests to send goods for examination, but thought it was very odd that Allen could not postpone his purchase until he was able to get out or until he had reached Louisville. The whole thing looked so suspicious that they decided to send salesman William A. Bigler to investigate before sending the diamonds. Mr. Bigler was chosen because he is a large, powerful man and also because he boards at that establishment. Mr. Bigler went to the room indicated, where he found Allen with one of his feet bare and immersed in a pan of water. He explained that he came in answer to the written request, and Allen said he wanted the diamonds for a present, and that unfortunately he had slipped on the marble stairs the night before and sprained his ankle. During the interview he continued to rub his ankle with arnica and made considerable fuss about the pain in it. The salesman returned to the store and repeated the story. The firm decided to send the diamonds, first cautioning Bigler to be very careful, as only two weeks before (as reported in these columns) an attempt was made to rob them of diamonds.

Bigler returned to the hotel with an assortment of rings and pins and single diamonds unmounted, valued altogether at about \$1,500. He took no chances, but stationed porter Louis Periat near the door of the room before entering. Bigler took a chair near the window, and drawing up a table





# CASES FOR JEWELERS ONLY.

**T**HE American Watch Case Co., of Toronto, ask the attention of the Jewelers of Canada to the following new Cases, which are the cheapest and best goods for the money in America.



## PATENT SCREW CASE.

This Case has Screw Back and Bezel, and will fit either Pendant or Lever Set Movements. It is made in 10 K. and 14 K. Gold Filled, and also in Sterling Silver.

The "NEVADA" Silver Case weighs a little over 2 ozs., and can be had either Plain Polished, or Engraved as shown in above cut. They are made of Solid Coin Silver throughout, and every Case contains our well-known trade mark of the Maltese Cross.

This Case was reduced 50 cents in price last month, and the Canadian Retail Jeweler can now buy it for 90 cents less than the American Retail Jeweler can buy a similar Case of American manufacture in the U. S.

The "FORTUNE," 10 K. Gold Filled Case is of the same pattern, and is made of two plates of 10 K. Gold overlaying a plate of composition metal, has a Solid Gold Bow, and is made to wear for 15 years.

We guarantee this Case to contain at least 20 per cent. more gold than any similar case imported into Canada, and that the Canadian Retail Jeweler can buy it cheaper than American Retail Jewelers can buy a similar Case of American goods in the U. S.

The "CASHIER," 14 K. Gold Filled Case is also of the same pattern. It is made of two plates of 14 K. Gold overlaying a plate of composition metal, and is made to wear for 21 years.



## THE BASSINE "N.P." CASE.

This Case has Jointed Bezel, Cap, and Back, and is made of Solid Coin Silver with Albata Cap.

The Canadian Retail Jeweler can buy this Case for 75 cents less than the American Retail Jeweler can buy a similar Case of American manufacture in the United States.

It is made in Open Face only, can be had in either Key or Stem Wind, and is the best value Watch Case ever offered to the trade of this country.

Every one of these Cases has our well-known Trade Mark of the Maltese Cross, and like all other goods of our manufacture, is guaranteed by our Company no matter by whom sold.

We challenge any factory in America to show a case equal to the "N.P." for the same money. Examine it carefully.

**We do not sell any goods to Tea and Coffee men, Wholesale Grocers, Spice Manufacturers, Auctioneers, Lottery Fakirs, or outsiders of any kind.**

Our Cases are made specially for the best Jewelry Trade, and will as heretofore be sold exclusively to Wholesale Jewelers.



opened the package. After carefully examining all the diamonds, Allen selected one ring and a pin.

"Bundle the rest of them up while I get the money," he said; and he drew his bare foot out of the water and painfully hobbled around back of Bigler and stooped down as though to take the money from under the mattress of the bed. Bigler was just about to look behind him, for he had been suspicious all the time, when he was half stunned by a terrific blow on the head. He got upon his feet and faced Allen in time to partially ward off the next blow, but the heavy cane in Allen's hand descended with terrific force and was broken over Bigler's up-raised arm, and not, however, until it had again laid open his head. Bigler yelled, and Allen, not stopping to seize the package, hastily left the room and rushed down the hall. Perrat, the porter, rushed after him, but soon lost him in a blind passage.

Allen ran down the fifth floor, yelling, "catch that insane man?" to the porters and bell-boys who had been attracted by Bigler's cries. Several porters were fooled by the cry, but Cecil Gregg, the timekeeper, followed Allen and finally cornered him in a room where he hid under a bed.

Bigler was found unconscious in Allen's room and was bleeding profusely from two ugly wounds on the head. Doctors soon revived him and sewed up his wounds and expressed their belief that he was in no danger unless inflammation should set in. Allen refuses to disclose his identity, and declares this is his first offense. He says that rather than prove that he is not a common criminal, by disclosing his identity, he will go to jail. Papers found in his possession show that he came from Washington by way of Cincinnati, and that he has been in Philadelphia recently. A book issued by the Union Trust Company of Philadelphia, found on his person, bears the name of George A. Pearce.

The police do not place any "stock" in his claim that it is his first offense, but believe that he is one of a "gang" of diamond thieves that have been making this city their headquarters for some weeks. As reported in the *Jeweler*, several large jewelry houses in the city have lately suffered severely through thefts — *Manufacturing Jeweler*.

## THE SHOT TOWER INVENTED IN SLEEP.

The following keeps continually going the rounds of the press, and does not appear to be contradicted. The probabilities are that when people are dreaming they are partly awake. The writer has made rhymes in dreams, but always forgets them on fully awaking.

Before Watts had his dream, the making of shot was a slow, laborious and consequently costly process. Watts had to take great bars of lead and pound them out into sheets of a thickness nearly equal to the diameter of the shots he desired to make. He then had to cut these sheets into little cubes, place the cubes in a revolving barrel and roll the barrel around until by the constant friction the edges wore off from the little cubes and they became spheroids.

Watts had often racked his brain trying to discover some better and less costly scheme, but in vain. Finally, after

spending an evening with some boon companions at the ale house, he went home and went to bed. He soon fell into a profound slumber, but the stimulants he had imbibed apparently disagreed with him, for his sleep was disturbed by unwelcome dreams. He imagined he was out again with the "boys," and that as they were all stumbling homeward in the dark it began to rain shot. Beautiful globules of lead, polished and shining, fell in a torrent and compelled him and his bibulous companions to drag their heavy limbs to a place of shelter.

In the morning when Watts arose, he remembered his dream. He turned it over in his mind all day and wondered what shape molten lead would assume in falling through the air. These thoughts tormented him so persistently that at last to set his mind at rest, he carried a ladleful of molten lead to the top of the steeple of the Church of St. Mary of Redcliffe and dropped it into the moat below. Descending he took from the bottom of the shallow pool several handfuls of the most perfect shot he had ever seen. Watt's fortune was made for he had conceived the idea of the shot-tower, which ever since has been the only means employed in the manufacture of the little missiles so important in war and sport.—*Ex.*

## NOT DISPOSED TO INVEST IN SILVER-WARE.

"We meet some queer people among the many who are constantly flitting into and out of this store, but an old man and his wife, upon whom I waited a few days ago, took the prize for pure, unadulterated simplicity. The couple were evidently on their first visit from the country. When I approached them the old lady, who was undoubtedly master of ceremonies, stated that they wanted to purchase a soup tureen.

" 'Do you want plated ware or silver?' I asked.

" 'Solid silver ter be sure,' the woman responded, with a glance that, had I been anybody else than a salesman, would have frozen me.

"After seeing a number of designs, the old lady decided upon one and inquired the price.

" 'One hundred and twenty dollars,' I answered, as I called a boy to take the article to the shipping room.

" 'What!' she almost screamed. 'One hundred and twenty dollars for *that*? Wall I swan!' For a few minutes they gazed at me, as if I had expressed an intention of robbing them, after which they conferred together. Presently the old gentleman turned around, and in a quivering voice said he guessed they'd better buy a plated tureen, as that was just as good.

"We have several dozen designs in plated ware in stock, and after critically examining each one the old lady plucked up courage enough to ask the price of one that had only recently been produced, and was selling for \$18. When I mentioned the price, she looked blankly at her husband and said she guessed we didn't have anything to suit them. As they were going out of the store, I overheard the remark: 'What mighty dear stores these in New York are ter be sure. I wouldn't pay mo'n \$3 fer a soup tureen—no, not if it was the only one in the country.' — *Jewelers' Weekly*.



# THE TORONTO SILVER PLATE CO.

CRACKER JAR  
ASSORTED DECORATIONS IN  
ALBERTINE AND ROYAL  
FLEMISH

Permanent Enamel  
Colors & Gold.

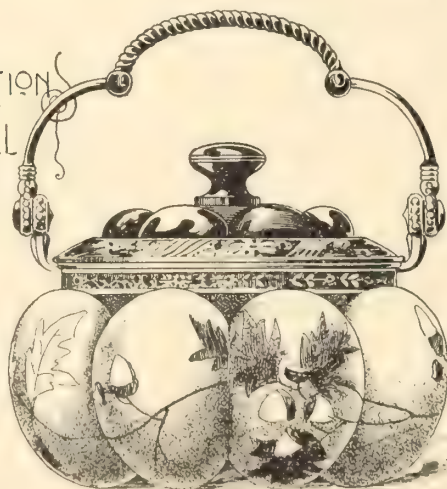
QUADRUPLE PLATE COVER  
LACQUERED OLD SILVER  
FINISH.



Height to top of handle 9 1/2 inches

ASSORTED DECORATIONS  
IN PERMANENT ENAMEL  
COLORS & GOLD

COVERS  
QUADRUPLE PLATE  
OLD SILVER FINISH  
LACQUERED.



Height to top of handle 5 1/2 inches

FOR  
MARMALADE.  
SUGAR.  
BON BONNIERE.  
JEWELRY.  
OR ROSE LEAVES

TORONTO, CANADA.

E. G. GOODERHAM,  
Manager.

J. C. COPP,  
Sec.-Treas.



## THE LENGTH OF A DAY.



Prof. F. H. Bailey makes the interesting statement in the *Boston Journal of Education*, that the day contains exactly forty-eight hours, and the week, though seven times as long as the day for any one locality, is—upon the earth as a whole—only four times as long. “We readily perceive,” he says, “that the natural day travels around the earth with the sun and never ends, it being day or day-time continuously on the half of

the earth toward the sun, and night on the opposite half. The date, or almanac day, travels the same way and with the same speed, and if it had no place for beginning or ending it would always be the same date.

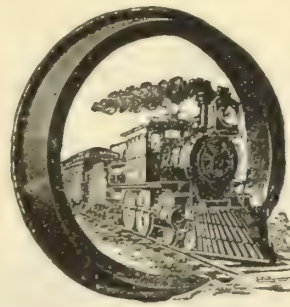
“We will commence with the beginning of the first day of the year. It is the moment of noon December 31st, on the meridian of Greenwich; forenoon over the Western Hemisphere and afternoon over the Eastern. The mean sun is exactly in the south, and at this moment the first day of the new year is born. Where? Not at Greenwich. The civil day begins at midnight, and it is midnight on the 180th meridian at this moment, and there New Year’s Day begins. As the sun travels westward from Greenwich across the Atlantic and America, New Year marches westward across the Pacific and Asia, conquering the earth at the rate of one twenty-fourth part every hour. By the time the sun reaches the Mississippi Valley it is evening of the last day of the year in England, but January 1 holds sway over one-fourth of the earth—that lying between the 90th meridian east of Greenwich and the 180th.

Six hours later, when the sun has travelled half way around the earth and is over the 180th meridian, New Year’s has reached Greenwich and sways one half of the earth. In another six hours the bells of the Mississippi Valley are ringing in the new year, but it has been on earth eighteen hours. And in six more, the sun is again over the meridian of Greenwich, and New Year’s exists for a single moment over the entire earth. But Mother Earth does not stop her waltzing, nor Old Sol his westward journey, and the second day of January puts in his appearance where the first did twenty-four hours before, and immediately commences chasing his elder brother around the earth at the rate of more than a thousand miles an hour, the chase continuing for exactly twenty-four hours, during which the portion of the earth under the sway of January 1 is continually decreasing and that of the 2nd increasing.

Another method of presenting the same facts may be considered better. Think of the days past and future as threads each wound upon its own spool, and of sufficient length to reach, when unwound, around the earth at the equator. The spools are kept at the 180th meridian. Those bearing past dates having been used, future dates waiting their time, and always two in use at once. When it is noon at Greenwich on the 31st of December, the spool bearing that date is empty and its thread girdles the earth. Beside it, rotating about the same axis (the 180th meridian) is the spool dated January 1, and at that moment some power capable of travelling a thousand

miles an hour, seizes the end of the thread and flies westward; the thread unwinds; the other spool rotates at the same velocity, but is winding up the thread of December 31, dragging it around the earth, the free end keeping exactly even with the advancing end of January 1. Each thread is exactly twenty-four hours unwinding and the same winding up again, and the portion of the earth lying north and south of the unwound part of each thread bears its date; consequently each date exists upon the earth for forty-eight hours, or a little more than two complete rotations of the earth upon its axis. It is evident that the thread of any day has been unwinding seventeen hours when it reaches the seventy-fifth meridian west of Greenwich, that it is twenty-four hours dragging itself across the line, and that it will be seven hours longer before it is entirely wound upon its spool and the date is past for the entire earth.

## ADVERTISING.



NE of the subjects of deepest interest to business men is advertising, who, although they may differ as to methods, are practically unanimous in considering it a profitable investment, because there is no other way of keeping a man and his wares before that wide and scattered public to which he must pay court if he could succeed.

But money may be thrown away in advertising just as it may be lost by injudicious investments or unseasonable purchases in other departments of business. In this, as in other things, he who would make it profitable must be observing and inquiring. Hap-hazard methods do not bring success to any undertaking. The best advertisers—*i. e.*, those who advertise because they find it profitable—are those who have studied the subject, who know just what class they desire to reach, and the medium that will enable them to do it; who know what they want to say, and say it in language that invites confidence.

As for mediums, trade journals are acknowledged to be the most effective in reaching special classes. It has been wisely said: “A good trade journal is a guide and directory of the trade for which it is published,” and if honorably conducted “it soon becomes a recommendation of the articles advertised in its pages.” In truth, it becomes a sort of ready-reference, and the more crowded its advertising columns are, the more valuable it becomes in this sense.

What makes advertising valuable to the advertiser is the certainty that what he says will be widely read by people interested in obtaining the information he offers—in other words, circulation. Nothing proves this more conclusively than the hard and fast lying unscrupulous publishers will indulge in about the size of their editions. Naturally, the advertiser considers it of the utmost importance that he should reach, as nearly as possible, every person likely to be interested in the subject-matter of his advertisement. That is why he advertises, and that, also, is why the circulation liar is abroad.

The advertising columns of a journal represent persons seeking benefits—sellers bidding for purchasers, buyers looking for



# THE CHERUB WATCH KEY.



We have just received a large consignment of **CHERUB KEYS** from the celebrated makers KENDRICK & DAVIS, of Lebanon, N. H., which are exactly the same as the **GEM**, with the exception of not having the Dust-Proof Slot which is so expensive to make in **WATCH KEY PIPES**.

These Keys are a perfect finish Nickel-Plated Barrel, with a tempered Steel Pipe and a Swivel Jump Ring at top. Patterns as per above cuts. They roll nicely in the fingers. Any size as desired. Try a gross and be pleased. Price **\$3 00** per Gross.

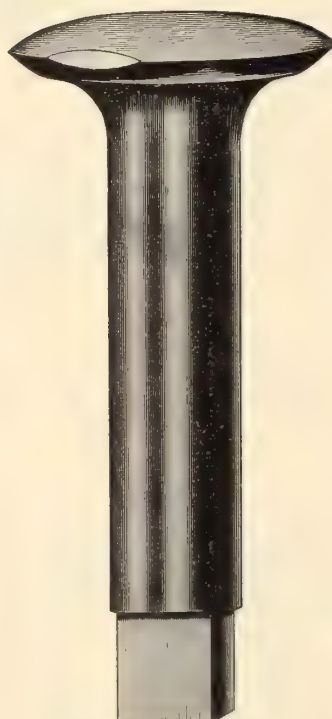
## SOME NEW TOOLS.



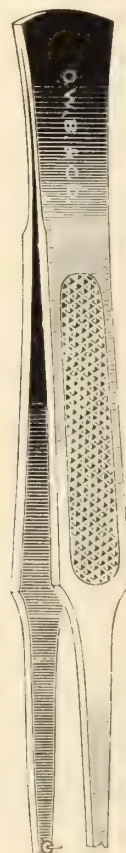
NICKEL-PLATED.  
No. 5. 75c.



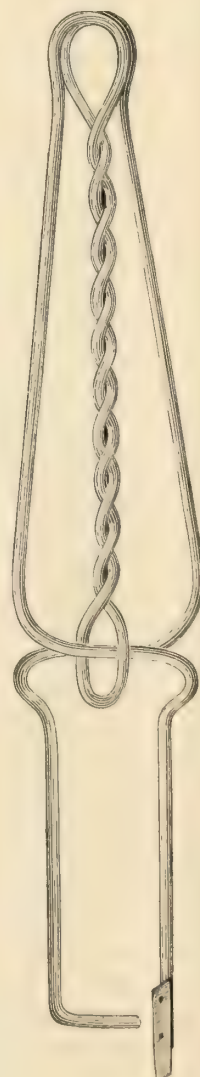
NICKEL-PLATED  
NON-MAGNETIC.  
No. 4. 50c.



NICKEL-PLATED.  
No. 3. 75c.



NICKEL-PLATED.  
No. 1. 50c.



No. 2. 20c.

**P. W. ELLIS & CO., - TORONTO, ONT.**

31 WELLINGTON ST. EAST AND 40 FRONT ST. EAST.

Note our Jewelry Department Ad. on Page 2 of Cover.



advantages, and the wider public they can command the more speedily will each be accommodated. Hence, to the advertiser, circulation has a distinct money value, and he requires definite statements regarding it before he will invest. The trouble is, however, that, being a busy man, he is too often satisfied with the publisher's simple assertion, though not generally too busy to growl when returns do not show up. There are many ways by which false statements about circulation can be nailed, and advertisers who would not only consult their own interests, but would benefit both their fellows in trade, and the cause of honest journalism if they would refuse to accept the unsupported testimony of publishers. Upright publishers are glad to have their statements proved, and will place no difficulty in the way of investigation.

Advertising on the basis of issues alone shows lack of good judgment. A journal may turn out an issue every day in the week, but if it has no circulation, or if what little it has, is managed with a view to bolster up false pretences, the advertiser is simply the dupe of a fraud. This kind of advertising is something of a bunco game, with the publisher as steerer and the indolent, careless, or credulous advertiser in the role of "Greenblow, from Way back." The only safe plan to pursue with advertising leeches, is to say, "produce your affidavits, my friends, and permit me to make inquiries of your printer and postmaster."—*Geyer's Stationer.*

## MOTTOES FOR SUN DIALS.

Dials live over into this age of cheap clocks and watches, not by reason of their use or convenience, but because of their associations. They were formerly designed with taste and bore inscriptions suited to their purpose. Many of these are historic, as the one that used to be at Paul's Cross in London, which said, in Latin, "I number none but sunny hours." An old-fashioned dial in a garden of Sussex, England, is said to bear upon its plate these four mottoes, each for its own season: "After darkness, light;" "Alas! how swift;" "I warn whilst I move;" "So passes life." Familiar old mottoes are some of our every-day proverbs. Some of these are: "All things do wax and wane;" "The longest day must end;" "Make hay while the sun shines." One of the most appropriate of these mottoes used to be borne by a dial that stood in the old Temple Gardens, and it is said to have been furnished by the great Lord Chancellor Bacon. His lordship was hard at work one day in his chambers, when an idle student dropped in to ask for a motto for the new sun dial which was then being built. Twice the student humbly made his request, but the grave chancellor gave no reply or sign of having heard it. At last, as the petitioner began for the third time, Bacon looked up and said angrily, "Sirrah, be gone about your business!" "A thousand thanks, my lord," replied the sutor, "the very thing for the dial! Nothing could be better."—*Youth's Companion.*

## EDITORIAL NOTES

### SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be interesting to the Trade generally.

**JUMP RINGS.**—G. H. Lees & Co., of Hamilton, advertise in this issue an assortment of jump rings, which it will pay every jeweler to examine into.

**MR. R. Y. ELLIS**, of the firm of P. W. Ellis & Co., was laid up for a few days last month, but is, we are glad to say, about again almost as well as usual.

**A. C. ANDERSON** is down in the Maritime Provinces hustling trade for all he is worth, and reports a very satisfactory and gratifying business for this time of the year.

**BANKRUPT STOCK SOLD**—The bankrupt stock of Messrs. J. & J. Forbes, of St. Thomas, Ont., was sold en bloc on April 1st, and realized 45 cents on the dollar.

**S. FOGLER**, retail jeweler of Queen Street, of this city, has removed his business to 154 Yonge Street, where he has fitted up one of the tastiest establishments in the city.

**REMOVAL.**—Mr. F. T. Withcome, of New Glasgow, N. B., has removed to Annapolis, N. S., where he has opened out a retail jewelry business on his own account.

**FIRE.**—Mr. D. Horning, jeweler, of Waterford, Ont., was badly scorched in the big fire which took place in that town on the 7th of last month. We trust that he was fully covered by insurance.

**JOHN WANLESS & SON**, retail jewelers of this city, are making some very extensive alterations to their premises, which when completed will make it one of the finest jewelry stores in Canada. We will give a detailed description later.

**MR. GEORGE CHILLAS** has just returned from a trip through Quebec and the Maritime Provinces. He found trade fairly good down east, and thinks the prospects are that, if crops are anyway good this year, the fall trade will be much larger than usual.

**MR. CHARLES ADDISON**, the popular Ottawa retail jeweler, was in the city last month for a couple of days on business, during which time he was the guest of his brother, Mr. Fred. Addison, the well-known "Knight of the Grip" on the Eastern road.

**MR. BERT. WILKINS**, the rising young horologist, who has lately been perfecting himself under the tuition of Mr. E. Beeton, of this city, has gone to Sarnia, where he will sport his eyeglass in the shop of Mr. D. Barr, of that burg.

**ENJOYABLE.**—We have to thank Mr. William Allen Young, the genial general agent of the Dueber-Hampden Company in Canada, for a consignment of luscious naval oranges grown on his orange grove at Riverside, California, U. S.

**MR. JOHN G. WITTE**, of New York, for many years known to the wholesale jewelry and fancy goods trade of Canada, last month in a fit of temporary insanity committed suicide by shooting himself through the head at the St. Lawrence Hall Hotel, Montreal.

**THE ACME SILVER CO.** are pushing their foreign trade for all it is worth, and report for the past month a large increase in their sales in the West Indies, Cuba, South America, Mexico and Australia. President Parker says that when they get into their new premises he intends to make trade hump.

**COMPROMISED.**—Mr. Liffiton, who has been liquidating the estate of Liffiton & Chandler, wholesale jewelers, of Montreal, has effected a compromise with the creditors of the estate at 40 cents on the dollar. It is generally understood that Mr. Liffiton will now continue the business on his own account.

**SALE OF STOCK.**—The stock of George Andrew, jeweler, of Winnipeg, was sold by Sheriff's sale last month to H. J. Joseph, of Louis Davis & Co., of Montreal, and realized 40 cents on the dollar. It is thought

"HAVE you been fighting?" asked a man of his friend, who had one arm in a sling, his head bound up and his clothes looking as if he had been struck by a cyclone. "Not exactly," he sadly replied. "I've only been helping my wife pull up carpets and take down pictures."



# FANCY CASES.



TOILET, JEWEL,  
MANICURE, ODOR,  
SHAVING, GLOVE AND  
HANDKERCHIEF,



COLLAR AND CUFF,  
TRAVELLING  
COMPANION,  
WORK BOXES, &C.,

MADE IN PLUSH, SATIN, LEATHER, SILVER, ROCOCO.

Nine-tenths of our Enormous Line is quite new

AND WE ARE VERY PROUD OF IT.

Our Travellers have just started out with their Samples, and we ask the Trade not to miss them on this trip, as other goods will have to take the place of Cases on their next trip, and their line will be reduced fully 67 per cent.

Our Prices always did touch Rock. This year we have blasted through the Rock and are now resting on Iron

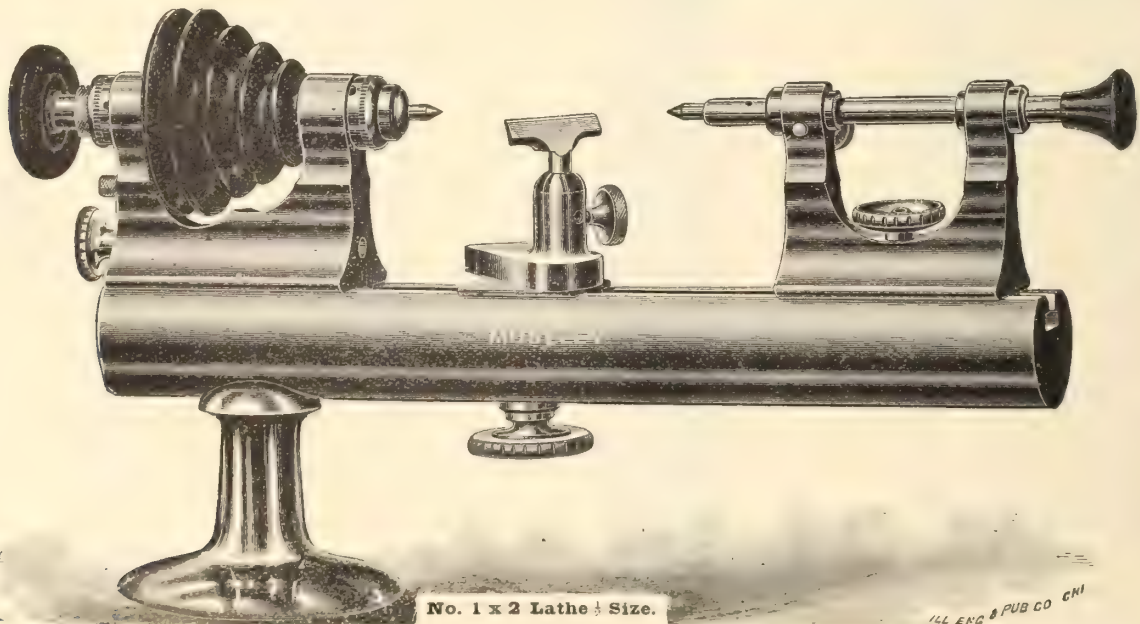
THE HEMMING BROS. CO., Ltd.

\*

76 York St. TORONTO.

QUALITY IS THE STANDARD OF VALUE.

WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 X 2 WIRE CHUCK.

All our Chucks are stamped "Moseley" on the face and warranted.

One of Cheapest Tools Made.

**Note.** The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

**ALBERT KLEISER,**  
NO. 14 KING STREET EAST,

MARTIN'S GENEVA MAINSPRINGS.

This is the finest Spring ever offered to the Trade in Canada. Send for sample doz. and be convinced.

Per Doz.

Martin's Springs for Waltham and Elgin Watches, 18 Size, - \$1 25  
" " for Swiss Watches, all sizes, - - - - - 1 00

For Sale only by A. KLEISER, Wholesale Dealer in Watch Materials of all kinds.

Sole Agent for the Dominion for the Moseley Lathe, -  
- - Wholesale Dealer in Watch Materials of all Kinds,  
- TORONTO, ONT.



probable in jewelry circles that the purchasers will give Mr. Andrew a chance to continue the business.

VIVIAN & MERRITT have opened out a new jewelry business in Windsor, Ont. These gentlemen were formerly employed in the store of Tranb Bros., Detroit, Mich., U. S., and are therefore new additions to the ranks of the Canadian jewelry trade. Their new store is said to be one of the best in Windsor.

WE HAD A VISIT last month from Mr. Jacob Bunn, jr., Vice-President of the Illinois Watch Co. He reports the best year's trade so far that his Company has ever had, and feels sure that the reputation of their movements as reliable timekeepers is now so firmly established that they can easily market all they can possibly produce.

MR. MATTHEW GAGE, formerly well-known as one of the most prominent of Kingston's retail jewelers, recently sold his irrigation system at Riverside, California, to a syndicate for \$1,000,000 cash, and still retains an interest in a large lot of land watered by the system. His many friends in the trade in Canada will be glad to hear of his good fortune.

E. BEETON, the well-known expert in horological matters, removed about a month ago from his old place of business opposite the post office, down to his new premises on Leader Lane, just south of King Street. Here he has much greater facilities than formerly for the prosecution of his business, and as a result says that he has all the work that he can possibly attend to.

FOR EUROPE, HO!—Mr. Abraham Levy, accompanied by his nephew, Mr. Adolph Levy, sailed for England via New York on April 12th. They expect to be gone about two months, and during their trip will visit the best markets for jewelry and kindred goods in Great Britain and on the Continent. Their customers may therefore look out for something nice in new goods for this fall's trade.

J. A. DOUGLAS & SON, of St. Catharines, one of the oldest and most respected retail jewelry houses in Ontario, assigned a few days ago to Sheriff Dawson. Twenty-five years ago no retail jewelry firm in Canada skipped higher than did the house of Douglas & Co., but for some time past they have had a hard struggle to keep afloat, and finally had to succumb to the inevitable.

MERIT RECOGNIZED.—We learn from the New York *Jewelers' Catalogue* that Mr. P. J. Babcock, of Bates & Bacon's New York office, was honored last month by the Roseville (N. J.) Council, Royal Arcanum, of which he is a prominent member, by presenting him with a handsome Past Regent's jewel, in recognition of his active interest in the affairs of the Council, and for his zeal in obtaining new members.

THE LAST TURN.—As indicated in our last issue, the affairs of E. J. Schreck, jeweler, of St. Thomas, Ont., have apparently reached their termination so far as the jewelry business in Canada is concerned. After repeated failures, the business, which has of late years been run under his wife's name, has been closed out by the creditors, and the stock sold at 15¢ cents on the dollar to P. Bertwistle, of London, Ont.

A REAL SURPRISE.—A wholesale firm in Hamilton, Ont., were agreeably surprised last month to receive \$1,500 from a customer who skipped out over seven years ago. Well, we should say so, as such occurrences are like angels' visits, few and far between. They say the firm above mentioned has ever since felt like the girl did when her lover gave her his first kiss. She wanted some more, and just in the same place.

COLUMBUS MOVEMENTS.—The striking advertisement of Harry Ellis, wholesale jeweler, of this city, which will be found on another page of this issue, will give our readers a pretty good idea of the variety and quality of the movements manufactured by the Columbus Watch Co. Mr. Ellis' wareroom on Wellington Street is headquarters for these desirable goods, and you are requested to make a mental note of the same.

MR. W. A. YOUNG, of London, Ont., general wholesale agent of the Dueber-Hampden watches, has, owing to the large increase in his business during the past few months, secured the services of his brother, who has for some years past been located in New York. W. A. says that he is now receiving orders from the best trade in all parts of

Canada, and no well-ordered retail stock is complete without an assortment of Dueber-Hampden watches.

W. F. DOLL'S NEW WATCHES.—In Winnipeg is one of the largest and best jewelry stores in Canada, if not in America. It is eighty feet long by twenty-one feet wide, and the ground floor has a ceiling sixteen feet high. The main entrance is at the side, leaving a plate glass window of fifteen feet front. Mr. Doll is one of the most enterprising wholesale jewelers in Canada, and claims to carry a stock of goods equal to anything in the Dominion.

MR. JOHN W. CAMPBELL, well-known as one of the best jewelry travelers on the Eastern road as far down as the Maritime Provinces, has made an engagement with Messrs. J. E. Ellis & Co., the well-known retail jewelers of this city, to act as their head accountant for the current year. John W. is an old expert hand at this work, and the firm are to be congratulated on having secured the services of such an able and trustworthy gentleman.

H. H. FUDGER and wife sailed per Cunard Steamer "Umbria" for Europe last month, and expect to be absent until about midsummer. Mr. Fudger, who is President of the Goldsmiths' Stock Company of this city, will scour the English and European markets for novelties suitable for the jewelry business, and it will not be his fault if their customers do not have some choice goods to select from. We wish Mr. and Mrs. Fudger a safe and prosperous journey, and trust their health may be materially benefited by the change.

FOREIGN TRADE.—The Toronto Silver Plate Company are having phenomenal success in opening up trade with foreign countries, their latest addition being Buenos Ayres, South America. In spite of the fact that the gold premium there at present fluctuates between 110 and 140, the Company have succeeded in opening up a fairly satisfactory market for their productions, and this in the face of strong competition from the largest factories in the United States. This Company are doing a large home trade in special hotel goods, and amongst others they have in hand an order for the celebrated Windsor Hotel of Montreal.

TRADE REPAIR SHOP.—Mr. C. E. Billings, of London, has, as will be seen by our advertising columns, opened out a trade repair business in London on his own account. Our readers will remember Mr. Billings as the gentleman who won the second prize from all competitors in the *American Jeweler* of Chicago, competition last year. His essay was published in THE TRADER a short time ago, and attracted a great deal of attention from the trade generally. Mr. Billings has the reputation of a workman thoroughly up in his business, and we bespeak for him a share of the patronage in this line that our readers have to dispense.

THE WALTHAM WATCH Co. last month disposed of their silver watch case business at Waltham to the Crescent Watch Case Co. of Brooklyn. This Company are erecting an immense new factory at Newark, N. J., and, when completed, it is their intention to consolidate their own filled, and the Waltham silver case business in the new premises, which will be one of the largest of its kind in the world. The reason the Waltham Company disposed of this business was that they required more room for the manufacture of movements. When the additional room thus obtained is occupied by the movement operatives, the Company calculate on turning out 2,500 complete movements every working day.

A SAD AFFAIR.—We learn from a Glencoe, Ont., despatch, that on April 10th, Parnell Crow, a little son of Mr. Alfred Crow, jeweler, of that town, was killed by the kick of a cow. Mrs. Crow had gone to the train to meet her mother, an aged lady who was expected home, leaving the little fellow sleeping and a little girl about twelve years old in charge of the house. The little fellow went out of the house unnoticed, and was found at the door of the stable in a dying condition, having been kicked on the head by a cow which was tied within. The child died soon after being found by his mother. Mr. Crow has the heartfelt sympathy of his fellow townsmen and of the trade in general in the affliction which has fallen upon his family.

A JEWELER INURED.—While Mr. Henry White, of Fredericton, N. B., and his wife were engaged in cleaning furniture with benzene on the 9th of April, a lighted match caused the liquid to explode. Mr.





# BUY THE BEST. THE HAMPDEN WATCHES



EXCEL ALL



OTHERS



## AS ACCURATE TIME-KEEPERS.

The Watch Movements manufactured by the Hampden Watch Co. are the best Movements made, and the guarantee on them is almost without limit.

# CAUTION

We have found that it is almost impossible to have an Adjusted Watch reach the dealer in perfect condition when packed in Tin Boxes, and for this reason have gone to the expense of putting Skeleton Cases on all our Adjusted Watches. Since this was done, the Watches have made a most wonderful record for time, and their sale has increased three hundred per cent. during the past year.

We have also found that nine-tenths of the so-called Watch Cases now manufactured by the Trust and sold under the various Dust-Proof and Anti-Magnetic names, are not turned true and therefore do not hold the Movement without binding somewhere on the Plates, which pressure on a Pillar Watch throws the Train out of upright and crowds the Top Plate in an opposite direction from the Pillar Plate, therefore causes the Pillars to stick in the Jewels, destroying the factory rating and the running of the Watch.

All Adjusted Watches in Skeleton Cases, please run without taking down, in order to ascertain if injured in shipment. If found perfect, they also ought to keep time as well when put in the Case. If not, the fault is with the Case.

Yours respectfully,

THE DUEBER WATCH CASE MFG. CO.

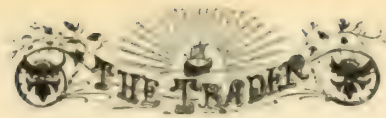
Address all orders to

## WILLIAM ALLEN YOUNG,

Bank of Commerce Building,  
**LONDON, ONT.**

Sole Canadian Wholesale Agent for the Sale of  
**HAMPDEN WATCHES.**





# WILLIAM ALLEN YOUNG,

Bank of Commerce Building, . . . LONDON, ONT.

SOLE CANADIAN WHOLESALE AGENT

## HAMPDEN WATCHES.

### 3 THREE NEW MOVEMENTS 3

18 SIZE HUNTING AND OPEN FACE.

**"JOHN C. DUEBER."** Nickel, 15 Ruby Jewels, in settings adjusted to heat and cold, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator. Specially guaranteed to be the best time-keeper in the world for the price, and superior to any other full plate Watch made outside of the Hampden Watch Factories.

**"DUEBER."** Nickel, 15 Ruby Jewels in settings, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator.

**"THE DUEBER WATCH CO."** Nickel, 11 Jewels in settings, Patent Regulator, Roman Circle Dial, Spade Hands.

NOTHING BETTER

MADE FOR THE

PRICE.



NOTHING BETTER

MADE FOR THE

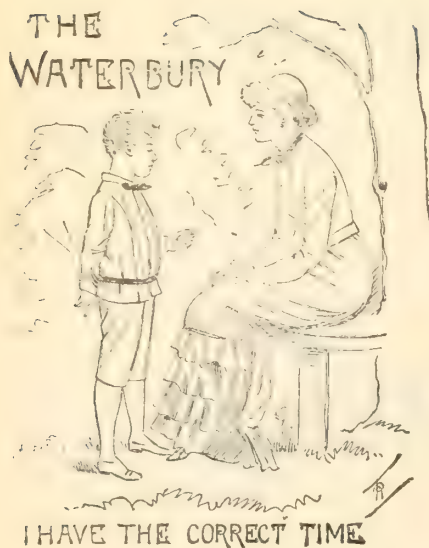
PRICE.

Live Jewelers recognize the fact that the DUEBER-HAMPDEN WATCHES are the best time-keepers, and yield them greater satisfaction than any other Watch.

Write for Price List and Samples of above new Movements if you have not already placed order.

THE TRADE ONLY SUPPLIED.

## BUY THE BEST, THE HAMPDEN WATCHES



THIS BOY HAS A  
**SERIES "E" WATERBURY**

So you can bet he has the  
**CORRECT TIME.**

The Lady will probably be around in the morn-  
ing for a

**SERIES "C" SHORT WIND.**

**HAVE YOU ANY IN STOCK?**

THIS Gentleman is telling his neighbors how  
pleased he is with his "The Waterbury."

**SERIES "J"**

**SHORT WIND WATERBURY**

It Beats the World For Time, so he says,  
so you can count on selling the  
neighbors one sure.



**YOU CANNOT AFFORD TO BE WITHOUT THEM IN STOCK.**

SEND FOR CATALOGUE AND PRICE LIST TO

**THE WATERBURY WATCH CO.,**  
81 KING STREET EAST, - - - TORONTO.



White was so badly burned about the face and arms that it is feared it will be a long time before he will be able to work again as usual. Mrs. White and one of the children were severely burned, but not so badly as Mr. White was. The fire was promptly extinguished, but not before considerable damage was done to the room and its contents. Mr. White has the sympathy of the trade in Frederickton, where he is well and favorably known.

**NO COMBINATION ON CASES.**—At a meeting of the Canadian Jobbers' Association, held at Montreal, on the 24th of April, it was decided on account of the American case makers having withdrawn from co-operation with the Canadian Association, that all contracts on watch cases should be cancelled. American watch movements still remain, under contract however, exactly the same as before, and the rules of the Association will be strictly enforced regarding them. The Association intend issuing a new price list of watch movements only, as soon as it can be compiled and got out of the printer's hands.

**A DECIDED CHANGE.**—Messrs. P. W. Ellis & Co., finding their present quarters utterly inadequate for their fast increasing business, are now preparing plans for making extensive alterations in their present premises. The accountants' offices are to be moved upstairs to the first flat, and the whole of the ground floor devoted to the display of goods. The woodwork and decorations of this addition to their showroom will be in keeping with the old part of the ware room, and when completed will have a very handsome effect. The showroom will then extend clear through from Wellington to Front Street without a break, and be one of the largest jewelry salesrooms on the continent.

**CORRECTION.**—Amongst our editorial notes in February's issue, we stated that Mr. A. O. Norton, wholesale jeweler of Coaticook, Quebec, had assigned for the benefit of his creditors. This item was based upon information, the accuracy of which we had at that time no reason to doubt, but we have since been informed that the statement was entirely incorrect, and that so far from Mr. Norton's having failed, he has always paid cash for the goods he bought, and is as solvent to-day as he ever was. This being the case, we regret exceedingly that we should unwittingly have fallen into the error of making any statement detrimental to his credit and standing, and have pleasure in giving this correction the same publicity in our columns as the original article.

**THE Jewelers' Weekly** last month came to hand in a new and enlarged form, so much resembling *Harper's Weekly* in general get up, that we could hardly recognize it at the first glance. This change, while it is undoubtedly an improvement in many respects, considerably accentuates the difference between it and regular horological journals. The *Weekly* has always been more of a jewelry newspaper than a technical journal of horology, and as its enterprising proprietor has successfully acted the pioneer in that line, we are glad to see him making such advances to the goal of his ambition. The *Weekly* is one of the ablest and most enterprising of our exchanges, and we wish Brother Rothschild a long and prosperous career.

**THE Jewelers' Guide** is the latest addition to Canadian literature, and apparently aims to "supply a long felt want" amongst the jewelry trade of Canada. While we cannot be expected to hail its advent with any great degree of enthusiasm, we desire for it the fairest of fair play, and that like *THE TRADER* it shall be judged strictly upon its merits. We do not believe that the jewelry trade of this country has any need for, or is disposed to support another trade journal, seeing that *THE TRADER* is sent free of charge to every jeweler in the Dominion of Canada from the Atlantic to the Pacific, and has so far filled the bill to the complete satisfaction of both its advertisers and the trade in general. However, we shall see what we shall see.

**HOW FIGURES TELL THE TRUTH.**—They say that figures can't lie, but if those given in the U. S. government returns for the exports of watches are not very wide of the truth we are lamentably mistaken. According to the *Keystone* the entire exports to all countries of watches and watch material for the year 1889, was \$310,334. That these figures convey an erroneous impression, to put it mildly, is evident from the fact that the export of these goods to Canada alone last year was \$422,204. In addition to this amount vast quantities of American watches are shipped to England, Australia and other countries, so it is safe to say that the amount shown by the government returns does not cover more than one fourth of the watch exports of the United States.

**LOOK OUT FOR HIM.**—A new dodge in the way of swindling has just developed itself in West Toronto Junction, Ont. A sharp little Frenchman has been representing himself as the agent of a fashion journal, and calling on the milliners he would take their \$3 in advance for a year's subscription and a wire dress form, which has not yet arrived. Wherever he called he wanted to engrave monograms on watches, free of course, on condition that his goods would be recommended. A Miss Goodwin gave him a gold watch valued at \$50 besides the chain which was attached to it. He said he would run over to a hotel where his tools were and come back in a short time. Two days elapsed, and Miss Goodwin was still minus the watch, when enquiry at the hotels elicited the fact that the man had not been seen around at all. He is described as being dark and wearing little side whiskers and moustache. His receipts bore the name "John Kelle, Montreal." Our exchanges will please pass him around.

**HOW THE MCKINLEY BILL** will affect the American jewelry trade will be apparent from the following changes which are amongst its provisions: "All articles composed of precious metals or imitations thereof, not otherwise specially provided for, whether set with coral, jet or pearls or with diamonds, rubies, cameos or other precious stones or imitations thereof, or otherwise, and which shall be known commercially as "jewelry," and cameos in frames, *fifty per cent.* Pearls, *forty per cent.*; precious stones of all kinds, cut but not set, *forty per cent.*; if set and not especially provided for by the law *fifty per cent.* Watches complete *twenty-five per cent.*; gold watches and cases, *forty per cent.* The additions to the *free list* include agates, unmanufactured; amber, unmanufactured; bort, and jewels to be used in the manufacture of watches; crude mother-of-pearl; platina in ingots, bars, sheets and wire." The protection afforded our manufacturers of jewelry and watch cases is modestly itself when put alongside of the above.

**BUSINESS FAILURES OF THIS YEAR.**—Mercantile failures throughout the United States as reported to Bradstreet's for the first quarter of the current year equal 3326 against 3569 for a like portion of last year, a decrease of 243. The details for the Dominion of Canada for three months of this year and last are as follows:

|                 | Failures |      | Actual Assets. |             | Liabilities |             |
|-----------------|----------|------|----------------|-------------|-------------|-------------|
|                 | 1890     | 1889 | 1890           | 1889        | 1890        | 1889        |
| Ontario.....    | 275      | 304  | \$1,027,664    | \$1,069,741 | \$2,151,626 | \$2,159,726 |
| Quebec.....     | 142      | 155  | 1,221,595      | 915,281     | 2,078,184   | 1,927,069   |
| N. Brunswick.   | 19       | 20   | 20,155         | 19,946      | 66,260      | 129,815     |
| Nova Scotia...  | 26       | 30   | 86,150         | 46,217      | 162,700     | 118,280     |
| P. E. Island... | 5        | 2    | 18,600         | 6,000       | 30,600      | 18,000      |
| Newfoundland    |          | 3    | 300            | 19,000      | 100         | 44,000      |
| Manitoba.....   | 25       | 16   | 138,008        | 45,950      | 282,175     | 10,800      |
| N. W. T.....    | 6        | 2    | 52,837         | 16,000      | 86,832      | 20,000      |
| B. Columbia..   | 3        | 4    | 8,580          | 45,400      | 14,300      | 81,000      |
|                 | 502      | 536  | \$2,583,809    | \$2,223,535 | \$4,873,677 | \$4,597,699 |

**MORE PROTECTION.**—The *Manufacturing Jeweler*, of Providence, R. I., in discussing the changes proposed by the McKinlay Bill, says: "The new tariff bill leaves the tariff on watches at twenty-five per cent, except on "gold watches and cases," which are placed at forty per cent. Of course the result will be, if the bill is passed as reported, that gold watches will come to this country in separate pieces, the movement by itself, on which there will be a tariff of only twenty-five per cent., and very few gold watch cases will come in at all, thus limiting the home market to the work of American casemakers. By the way, it is evident that the Committee on Ways and Means have not read the thrilling article in the *Jewelers' Circular*, to the effect that "a judicious modification of our tariff schedule would enormously increase our exports of watches. Or did they read 'exports' to mean 'imports.' " From all of which it would seem that American and Canadian case manufacturers as well as the governments of the respective countries, are pretty much of the same mind on this question.

**WORTHY OF ATTENTION.**—On account of the fraudulent entries made about a year ago through the medium of forged invoices, the Government last month added the following clause to the Customs Act: "Any person who sends or brings into Canada or who, being in Canada, has in his possession any bill heading or other paper appearing to be a heading or blank capable of being filled up and used as an invoice."



# LEVY BROS.,

HAMILTON, ONT.

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1890 - SPRING - 1890

Will soon be here, and the Public will look for Something New.

Having a very large connection, which enables us to turn our  
Stock over rapidly and replenish it at short intervals,  
we can always show the Latest Goods made.

---

It would be useless to call attention to any Special Line. We  
claim to have a Stock Perfectly sorted in each Department,  
and can supply everything that a Watchmaker or  
Jeweler requires.

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Our Travellers are now on the road, and due notice of their  
coming will be mailed to you. It will pay you to look  
carefully over our Stock. We will make it  
worth your while.



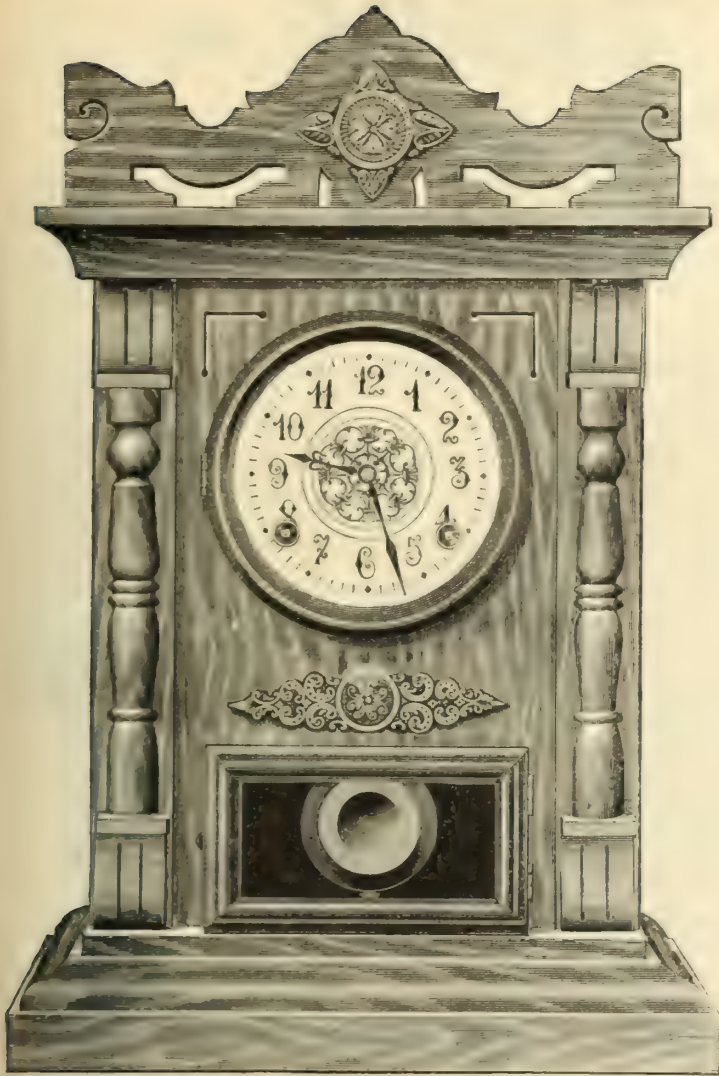
# NEW HAVEN CLOCKS

A Large Stock on Hand.

PRICES LOWER THAN EVER.

If you have an Order to Place,  
Write us for Figures.

DESIGN! FINISH! PRICE!  
UNEQUALLED.



RUSSIA—Height 18 1-2 in. Cathedral Gong.

# LEVY BROS.,

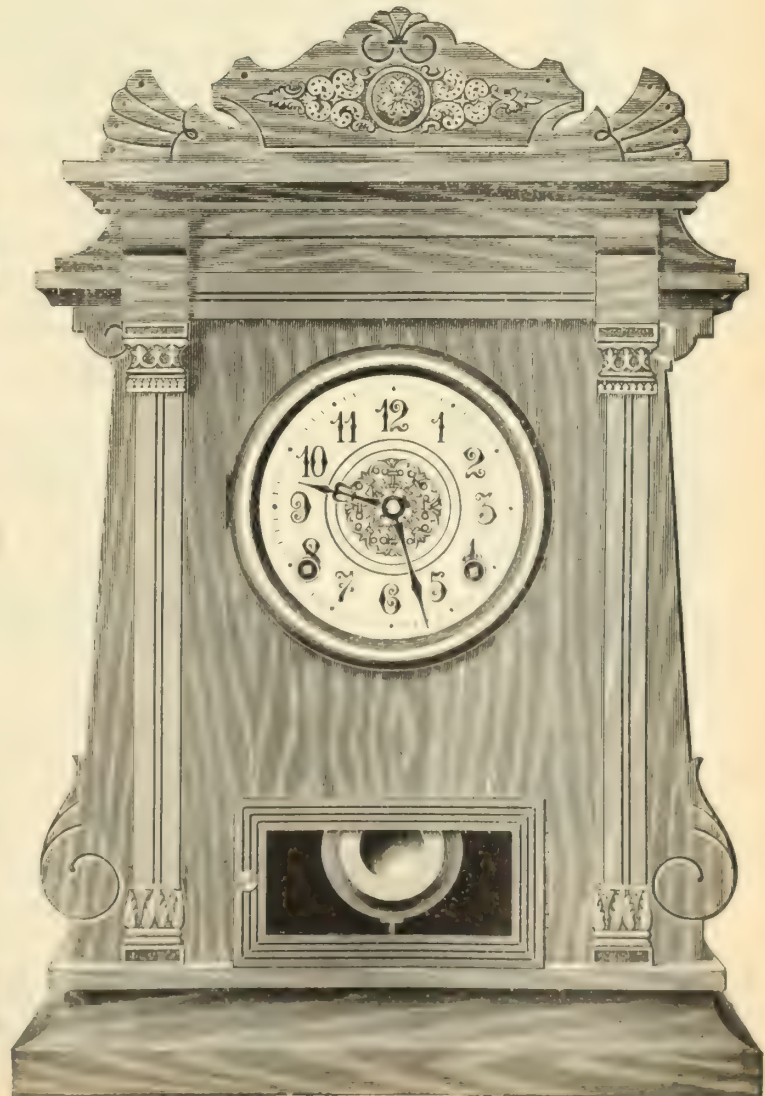
*HAMILTON, ONT.,*

SELLING AGENTS

FOR

# NEW HAVEN CLOCK CO.

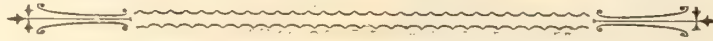
FOR CANADA.



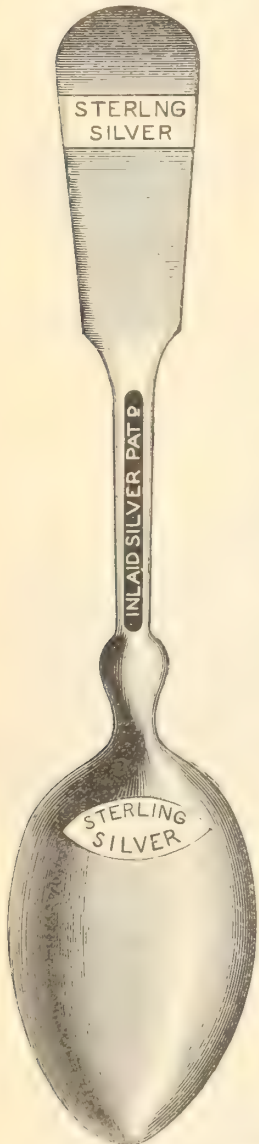
SEBRIA Height 19 in. Cathedral Gong.



# TO THE TRADE.



**W**E HAVE purchased the right to manufacture **INLAID SILVER SPOONS AND FORKS** in the Dominion of Canada, and are now placing these goods on the market. We wish to call your attention to the superiority of the **INLAID SILVER GOODS** over all other Spoons and orks heretofore manufactured.



The accompanying cuts represent our Forks and Spoons before plating, which in process of manufacture have a portion of the metal cut out where they rest on the table, the cavity thus made being **FILLED WITH SOLID SILVER**. They are then plated with pure silver, 8 oz. plate, (twice the weight of silver deposited on the regular A 1 goods) and are the same in appearance as other plated ware, the filling not being visible. **THIS EFFECTUALLY OVERCOMES** the great objection that has always been found with plated Spoons and Forks. Even the "Sectional Plate" which has an extra coating of silver at the rest points will wear through long before the other parts having the lighter plate, the wear being so great at these points. Our goods are manufactured from 18 per cent. nickel-silver only, are plated with pure silver, and we **ABSOLUTELY WARRANT THEM TO WEAR 20 YEARS**. A guarantee is placed in each box. All our goods are done up in satin-lined rack boxes, containing one dozen. Every piece is stamped **INLAID SILVER, PAT'D**.

This class of goods has been on the United States market for the past two years, and has almost entirely superseded "A 1" and "Sectional" goods. The trifling extra cost makes "Inlaid Silver" fully 75 per cent. better value than the lines referred to.

Any dealer can sell, and confidently recommend them for all practical purposes equal to solid silver.



## PRICE LIST.

|                         |                             |                         |
|-------------------------|-----------------------------|-------------------------|
| TEA SPOONS, - - - -     | Tipped and Windsor, \$ 6 50 | Fancy Patterns, \$ 7 00 |
| DESSERT SPOONS, - - - - | " " 11 00                   | " " 12 00               |
| TABLE SPOONS, - - - -   | " " 13 00                   | " " 14 00               |
| DESSERT FORKS, - - - -  | " " 11 00                   | " " 12 00               |
| MEDIUM FORKS, - - - -   | " " 13 00                   | " " 14 00               |

SUBJECT TO THE REGULAR TRADE DISCOUNT.

# THE INLAID SILVER CO. - TORONTO, ONT.



and bearing any certificate purporting to show, or which may be used to show, that the invoice which may be made from such bill heading or blank is correct or authentic, shall be deemed guilty of a misdemeanor and liable to a penalty of five hundred dollars or to imprisonment to a term not exceeding twelve months, or both, in the discretion of the court, and the goods which may be entered under any invoice made from any such bill heading or blank shall be forfeited." Of course, there was the usual howl from the Opposition that it was simply a piece of legislation worthy of Russia, but in spite of such assertions the fact remains that no honest importer would stoop to secure blank foreign invoices or have imitations printed himself, for the purpose of making fraudulent entries and passing goods below cost in order to save on the duty. Such things have been done both in our own city and Montreal, and as such legislation is intended for the protection of law-abiding merchants who conform to the regulations, it is of assistance in protecting them against the devices of unscrupulous competitors.

**CHEAPER WATCHES.**—The surprise of the past month has been the reduction by the American Watch Case Company, of Toronto, of their "Nevada" silver screw case, and also their "Fortune" gold-filled screw case of the same pattern. These reductions, following as they do directly upon the heels of an increase of ten per cent. in the duty, should certainly convince the trade that an increased duty does not necessarily mean an increase in price to the people of this country. As a matter of fact, the staple lines of watch cases are to-day sold cheaper in Canada than they are in the United States and this in spite of the fact that our home manufacturers have to pay the Government an average of at least ten cents of duty upon the imported material used in and for the manufacture of every case they make. The truth is that our protective policy has so stimulated manufacture in this line that we have too many factories for the limited market they have to supply. The result of this over-competition is cheaper goods than have ever been seen in this country before, and the consumer reaps an advantage corresponding with that lost by the manufacturer.

**FAILURE OF THAYER & Co.**—One of the principal topics of conversation amongst the trade at present is the failure of Thayer & Co., the well known wholesale jewelers of this city, who assigned to Sherman E. Townsend on the 17th of last month. The cause of Thayer & Co.'s failure seems to have been a too reckless dispensing of credit; this added to the shrinkage of trade owing to the exceptionally dull winter through which we have just passed, caused the bank with which they did business to shut down on them, after which there was nothing left for them but to assign. The liabilities are \$38,590, made up as follows—Merchandise indebtedness, \$14,500; preferred claims, \$6,090, and Bank of Commerce, \$18,000. The assets amount to \$20,000, and consist of stock, \$19,000, and book accounts, \$1,000. A meeting of the creditors has been called by the Assignee, when they will decide how the estate shall be disposed of. It is probable that Mr. Thayer will make an offer of settlement, if not the stock will in all likelihood be sold to the highest bidder. When the failure was first announced, it was expected by some that the forced settlement of the discounted notes held by the bank, would create a considerable inconvenience to the trade, but this has happily been in a great measure averted by the bank's consenting to give the makers ample time to liquidate them. As Thayer & Co., although not considered very strong financially, were thought to be doing a good business and making some money, their assignment has been considerable of a surprise to the trade generally.

**CASES IN CANADA AND THE U. S.**—The comparison of the prices of watch cases in Canada and the United States, which will be found in the advertisement of the American Watch Case Co., on page 36 of this issue, is worthy of more than a passing glance from the trade. Reference to the official jobbing price lists of the United States and Canada, will confirm the statements therein made that our Canadian retail jewelers are to-day buying these staple cases in Canada for less money than the American retail jewelers can purchase similar goods made in the United States. The members of Her Majesty's Loyal Opposition in the House of Commons, at Ottawa, have for the past month been trying to persuade the Government and the public that the consumer paid the duty, and that under the impudent N. P. the public were not only mulcted on the imported goods they bought, but

on all the domestic goods as well. The Canadian manufacturers have been held up by them as a pack of robbers and extortioners, who had taken advantage of the high duty imposed upon imported goods to charge a helpless public every cent that a high tariff would allow them to fleece their victims out of. That this is certainly not true as regards watch cases is patent to every jeweler in Canada, who can show to Sir Richard Cartwright *et al*, that although under the boasted regime of the Reform Government the price of cases in Canada was the regular American price, plus the 17½ per cent. duty then levied, they are at present, under a protective tariff of 35 per cent., not only cheaper than they were in those revenue tariff days, but in nearly all the staple lines lower in price in Canada than they are in the United States. Sir Richard now has the floor, and if he wants any space in THE TRADER to prove the assertions he made on the floor of the House, we shall be only too glad to place our columns at his disposal.

MR. JOHN B. EASSON of the Goldsmiths' Stock Co., of this City, has been promoted to the important position of traveller on the Northern, and Wellington, Grey & Bruce Railways. Mr. C. D. Maughan will hereafter look after the ordering, and supervise the other work of the house.

### FROM OUR UNITED STATES EXCHANGES.

At the annual meeting of the stockholders of the Gorman Manufacturing Company, held at Providence, R. I., on Wednesday, March 12th, G. H. Houghton was unanimously elected agent of the Company.—*Ming. Jeweler.*

An employee in the engraving department of the Keystone Watch Case Factory drew a \$15,000 prize in a lottery last month. Another employee got \$500. The factory employees had better quit now. Lightning's not likely to hit again in the same spot—especially lottery lightning.—*Keystone.*

Isaac A. Alling, the oldest manufacturing jeweler in Newark, N. J., suddenly died of heart failure at his home on April 12th. He retired from active business about January, 1889, after forty-eight years of faithful service to the various firms with which he was connected.—*Jewelers' Weekly.*

The ground has been staked off for the extension to the front wing of the Elgin factory, running south. In the vacant room in the factory, combined with this proposed addition, 700 new hands will be employed during the year. It is said that 1,200 additional hands would be put in immediately, if room could be found for them.—*Jewelers' Circular.*

The Pairpoint Manufacturing Co., of New Bedford, Mass., were so crowded for room last season, that they are now building an addition to their factory, about seventy feet in length and four stories in height. The hollow-handled, seamless knives, made under their patent, are becoming very popular with the trade, and the Company is abundantly satisfied with the outlook for the year.—*Jewelers' Circular.*

A very excellent substitute for an elevator in buildings, where there is no such convenience, is the contrivance utilized by Henry Goll & Co., 6 Liberty Place, New York. A speaking tube on the ground floor puts you in communication with the office up stairs, and if you have a package to deliver a satchel is lowered which conveys to the "Watch Case Sanitariums" whatever is wanted.—*Jewelers' Circular.*

S. T. J. Byam, ex-superintendent of the Trenton Watch Co., has accepted a position in the new Lancashire Watch Factory at Prescott, England, to supervise the introduction of American ideas in manufacturing watches. He returned last month from a flying trip to England, and ordered a large number of American watch making machines. He will return to England in a week or so.—*Jewelers' Circular.*

The Crescent Watch Case Co., finding their present factory in Brooklyn, N. Y., inadequate to the increasing demands of business, have purchased a large tract of land near Newark, N. J., upon which it is proposed to erect a factory, covering 13,000 square feet, and consisting of three stories and basement. A number of cottages for the heads of departments will be erected on the adjoining grounds. It is estimated that the new factory will cost about \$75,000.—*Jewelers' Circular.*

It is said that there are more shares held by employees of the Wal-





# The Montreal Optical & Jewelry Co., Ltd.

**Warehouse and Factory, 1685 Notre Dame St. Montreal.**

P. O. BOX 1054.

**ONLY MANUFACTURING OPTICIANS IN CANADA.**

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

## OPTICAL GOODS

Ever Shown in the Dominion.

*Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles*  
**AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.**

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

### Montreal Optical and Jewelry Company, Limited.

### The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES  
 ORIGINAL.  
 DURABILITY  
 GUARANTEED.



# J.G.C. & CO.

FINISH ALL  
 THAT  
 COULD BE  
 DESIRED

TRADE MARK

Send for Illustrated Sheet of Specialties for this season. For Jobbers only.

### J. G. CHEEVER & COMPANY, Y.

**NORTH ATTLEBOROUGH, MASS., U.S.A.**

GEO. P. WAGNER.

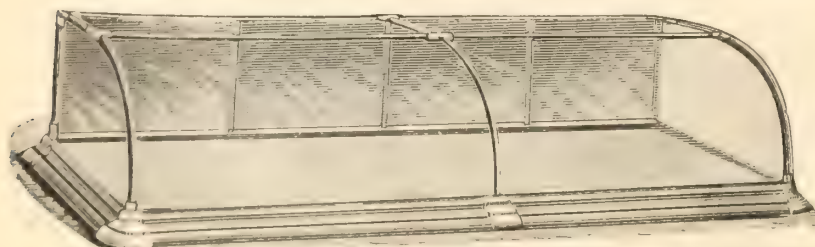
CARL ZEIDLER.

D. C. WAGNER.

### DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.

(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver  
 Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.  
 Send for Catalogue and Price List.

Show Rooms, Head Office and Factory: West Toronto Junction, Ont.



tham Watch Company in the co-operative bank than by the employees of any corporation in the world in any similar institution. The amount laid by each month by the hands amounts to a number of thousand dollars, and not only that, a large number of the shareholders who work in the factory are borrowers, and hundreds of the neat cottages and double houses that have been put up during the past ten years in this city owe their erection to this excellent institution.—*Waltham Tribune*.

The Elgin National Watch Co. are about to enlarge and thoroughly refit their general office, 76 and 78 Munroe street, Chicago. For the past year this Company have greatly needed more room in their Chicago office, and when these improvements are completed they will occupy fully one-half of the Munroe street front of the American Express building. We doubt if any company in the country have transacted so large and important a business in such modest quarters as those hitherto occupied by the Elgin Watch Co.—*Jewelers' Journal*.

A. J. Logan, Waltham, Mass., is getting out an improved beat block, provided with holes for the reception of the screws of a Swiss watch, which are almost certain to become mixed up, if they are thrown carelessly upon the bench. He has just shipped to England a large order of .001 inch jaw and depth gauges as a result of his advertisement in *The Circular*. So great is the demand for the improved "Gem" screw driver with screw thread, that preparations are being made to turn them out in larger quantities. Among the recent improvements in his plant is a plating department, which will give him additional facilities for the prompt fulfillment of orders.—*Jewelers' Circular*.

The Waterbury Watch Co. has a factory it may well be proud of, and to give to the trade who have not had the pleasure of inspecting it an idea of its stately proportions and splendid interior equipment, the Company has prepared a large edition of handsome combination photographs of the factory building and the main departments into which it is divided. The main view occupies the centre, the interior views being grouped around it. The very elegant manner in which the picture is framed makes it a fit companion for the handsome photographic views of American watch factories with which so many of the jewelry offices and shops are now adorned.—*Jewelers' Circular*.



UNEXPECTED EXCHANGE FOR THE CAME MOUNT TRADER.  
TRAVELLING COMPANIONS: "Here you are, boss! Pop'nut, wintergreen, an' sas'y trash. You eat of one, an' screws on another."—*The Judge*.

## WORKSHOP NOTES.

**RELIABLE CEMENT.**—A reliable cement—one that will resist the action of water and acids, especially acetic acid—is composed of: Finely powdered litharge, fine, dry, white sand and plaster-of-Paris, each three quarts by measure, finely pulverized resin, one quart. Mix and make into a paste with boiled linseed oil, to which a little drier has been added, and let it stand for four or five hours before using. After fifteen hours standing it loses strength. This cement is said to have been successfully used in the Zoological Gardens, London.

**RING STICK.**—A considerable misapprehension exists in the matter of measuring a ring on a gauge—we would say that the edge of the ring should come as far as the mark, while some contend that the mark on the stick should come inside the ring. This is not right, because any ring properly made is of the same size at the centre as it is at the edges, and the ring stick is made tapering, so that when the edge of the ring is pushed up as far as it will go, the centre of the ring will necessarily stand off from the stick. In a narrow ring this would make little difference, but in a wide ring it amounts to something.

**THE CLICKWORK.**—The material of which the clickwork ought to be

made is hardened and well-tempered steel, at least for the ratchet and click. The spring might as well be made of another metal of sufficient elasticity, but steel is generally preferred for the more striking appearance which its polished surface gives to the movement. The form of the ratchet tooth is not indifferent. It requires a greater strength if its back is made a trifle convex instead of quite straight. At the same time, the acting extremity of the click is weakened; but this is, in case of wear, much easier to mend or replace. The acting straight side of the ratchet tooth ought to be a little undercut, and a sharp and clear angle at the ground is of importance, in order that the resistance to the strain may be uniformly supported by the whole acting face of the tooth. The durability and good service of the clickwork depends mainly on the good execution of these particulars. It is also very important that the straight line drawn from the centre of motion of the click to its acting point be a tangent to the circumference of the ratchet, or what would be the same, that it stands at right angle to the radius of the ratchet at the point of action. In case of a deviation from this right angle, it must be inward—that is, the angle must be obtuse, if the click is so arranged that it is pushed back by the action. If the click acts in a tractional way, the angle can be sharp.

## WISE AND OTHERWISE.

SOME girls are pressed for time and others for the fun of it.

TAILORS say that a fast man is generally pretty slow about paying up.

A WASHERWOMAN'S work has but just begun when she is approaching the clothes.

OTHER identification needed.—"What name please?" "Smith." "Dear me! How indefinite!"

"Yes," said Fogg, "as a success I have always been a failure, but as a failure I have been an unqualified success."

THE only thing that really interests the average hired man is something that he is not paid for attending to.

STRANGE but true.—John Doe—Are you carrying a mortgage on your house? Richard Roe—Yes, and strange to say, I'm carrying it because I can't lift it.

"CAN you show me the grub that makes the butterfly?" she

enquired sweetly. "Buckwheat's the grub but t'ain't in season," answered the horrid, ignorant farmer.

IT is curious that when carpenters strike, not the sound of a hammer is heard.

The milk of human kindness

Is like other milk in form

For it will quickly sour

At the gathering of a storm.

A New York editor is trying to decide which is proper, "I saw an opera" or "I heard an opera." If he sat behind the regulation size bonnet the latter term is correct.

"WELL, how did you get along in school?" "Badly, papa—the teacher gave me a thrashing." "Why?" "Well, he asked me how many teeth a man had, and I said a whole mouth full."

Be good, sweet maid, and let who will be clever,

Do noble things, not dream them all day long

And so make life, death and that vast forever

One grand, sweet song

GENUINE pity. Officer—"Well, Anton, how's your master to-day?" Orderly—"Poor, dear captain, he's no better yet. Wanted just now to shy his boot at my head, but hadn't the strength to do it."



# R. F. S. & CO.

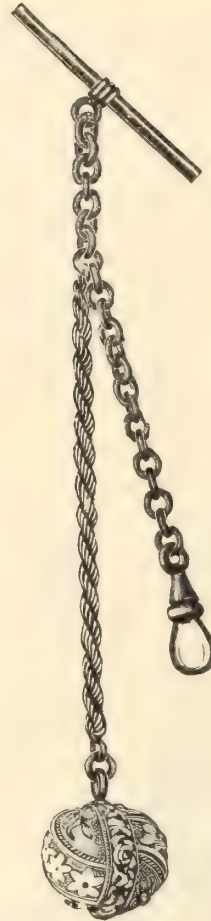
## "SAFETY QUEEN."



No. 2520.—Bright.



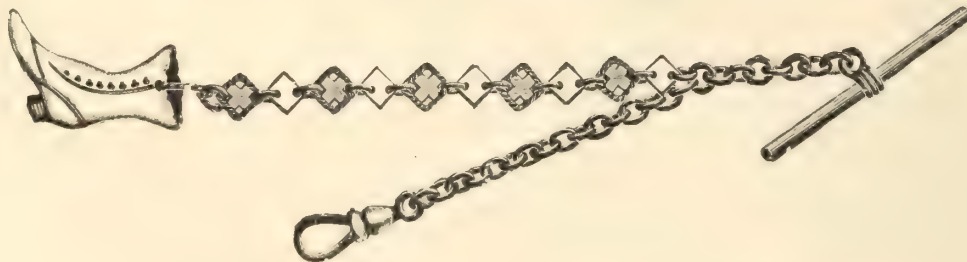
No. 2468.—Roman Gold.



No. 2490.—Bright.



No. 2483.—Bright.



No. 2497.—Pearl and Gold Combination. Pearl Charm.



No. 2500.—Pearl and Gold Combination Pearl Charm.



## OTHER NOTES.

EMIN Pasha now speaks twenty-seven different languages and dialects

THERE is very little warmth in the mitten which the rejected lover receives

THE Jewish population of Palestine has increased 10,000 annually in the last five years. In 1881 Palestine contained but 5000 Jews; in 1883, 20,000; end of 1888, 70,000.

WHO is that who wants to see me?" asked a very busy merchant of his servant. "I don't know his name, but he says he was an old friend of your father's." "All right; you tell him that I am very sorry but my father is dead."

THE alarm girdle for men-of-war or harbors, to protect them from the sudden attack of torpedo boats at night, as proposed for use in France, consists of wire supported by buoys placed at intervals all around the vessel. Should an enemy break through the line at night a light flares up and discloses his position.

A SYSTEMATIC elevator man has pasted up a lot of rules to make his own life more worthy of living. This is one:—"Don't stand on the outside talking to a friend who may be inside the car. The elevator man does not like to close the elevator door in your face."

SCIENTISTS say that the duration of a lightning flash is not infinitesimal, but that the flash lasts a measured time. For example, if one sets a camera in rapid vibration and exposes it in a plate so as to receive the impression of the flash, it is found that the impressions appear widened out on the negative, showing the negative to have moved during the time the flash was in existence.

## OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade. NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed two columns, or about 100 words.

A SITUATION as Watchmaker, etc. Has six years' experience, can have an American and Universal Lathe, and all small tools necessary, good workman. Can give best of references. Address Drawer "G," Clinton, Ont.

A YOUNG MAN, with twelve years' experience as working jeweler, would like to obtain a situation as such, or would like to hear of anyone having tools to dispose of (second-hand). Address, P. J. T., 10 Bellevue Place, Toronto, Ont.

CHEAP FOR CASH—Watchmaker's American Lathe, nickled, in good order, chucks and pivot polisher. S. T. VANSTONE, Palmerston, Ont.

FIRST CLASS TRAVELLER WANTED to sell watches and jewelry in the Province of Ontario. Apply to Box 575, TRADER PUB. Co., Toronto

FOR SALE—Ship's chronometers, \$40.00 to \$75.00, cost twice as much. Owned by a shipping firm who have no further use for them. Apply E. W. TAYLOR, Charlottetown, P. E. I.

FOR SALE—Spencer's Ophthalmoscopic Test Lenses, by Dr. Bucklin in good order. Cost \$45.00, will sell for \$20.00. E. W. TAYLOR, Charlottetown, P. E. I.

FOR SALE—A small and well assorted stock of Watches, Clocks, Jewelry, Tools and Material, in good manufacturing town, value about one thousand dollars, but would reduce amount to suit purchaser. Good chance for young man. Good reasons for selling. Address B. I., care TRADER PUB. Co., Toronto.

JEWELRY TRAVELLER wanted to travel west to the Pacific Coast. Apply stating terms, experience and references to Box 178, Winnipeg, Man.

JEWELRY BUSINESS for sale in the Village of Madoc. Stock and fixtures about \$2,000. Stock will be reduced if required. Shop is especially fitted for the business. Do not apply unless you mean business. For particulars address B. I., Winnipeg, Man. Ont.

JEWELRY Fancy Goods and Stationery Business in Toronto, doing a good trade, at a dead bargain. Rent very low. Telephone Office in connection that pays rent of store. Stock about \$1,000. Big snap. Party leaving the city. Address, 312 Queen St. Toronto.

SITUATION as Watchmaker. Two years' experience at bench work and used to waiting at the counter. Best references. Address, G. W. ELLIOTT, Mitchell, Ont.

SITUATION WANTED.—By a young man 22 years old to finish S trade. Have had one year's experience. Can do common watch, clock and jewelry repairing. Speaks English and French. Good references. Address, E. I. G., Box 102, Nicolet, P. Q.

SITUATION WANTED.—By watchmaker with nearly five years S City experience in first-class shop. Has complete kit of tools, including American lathe. Can furnish best references. Address, B. I. Z., care TRADER PUB. Co., Toronto.

TRAVELLER open for a position. A 1 connection from the Atlantic to the Pacific. References unquestionable. Address Box XX, care TRADER PUB. Co., Toronto.

TRAVELLING SITUATION wanted by a practical Jeweler of ten years' experience in retail jewelry business, to represent a reliable jewelry firm. A 1 salesman. Best of references as to character and ability. Address ENERGY, care TRADER PUB. Co., Toronto.

WATCHMAKER WANTED.—Must be first-class with best recommendations, one who speaks French preferred. Apply, stating wages required, experience, references, etc., to Box 77, care TRADER PUB. Co., Toronto.

WANTED, WATCHMAKER, two or three years' experience, used to serving behind counter. Mention wages and references. Box 95, Mitchell.

WATCHMAKER wants a situation, has had thirteen years' experience. A 1 references and of good habits; also good kit of tools. Address Box 148, Guelph, Ont.

WATCHMAKER and Jeweler wants situation. Five years' experience. Good workman, low wages asked, A 1 references given, city preferred. Address JEWELER, Box 404, Brantford, Ont.

## Watch Repairing for the Trade.

Unexceptional facilities for the production of the highest class of work at the lowest possible price.

Don't be bothered waiting a week for your work when you can have it returned 24 hours after receipt, by sending it to

C. E. BILLINGS, 208 Dundas St., LONDON, ONT.

SEND FOR PRICE LIST.

## JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

## J. S. MURRAY & CO.

GENERAL AND ORNAMENTAL

## ENGRAVERS,

ROOM 58,

YONGE STREET ARCADE, - TORONTO.



**A.C. ANDERSON & CO.**  
16 WELLINGTON ST. EAST  
TORONTO  
WHOLESALE JEWELLERS

**OUR SPECIALTIES :**  
AMERICAN AND SWISS  
WATCHES.  
DIAMOND AND GEM  
RINGS.  
AMERICAN JEWELRY.  
WATCH MATERIALS.



# ASSIGNEE'S SALE.

**T**ENDERS will be received at a rate on the Dollar by the undersigned Assignee of the Estate of J. Douglas & Co., of St Catharines, Jewelers, up to noon of Monday, the 12th day of May, 1890, for the purchase en bloc of the stock and shop fixtures of the above estate as follows :

|                      |           |                                                  |            |
|----------------------|-----------|--------------------------------------------------|------------|
| Clocks,              | \$ 431 03 | Large Fire and Burglar Proof Safe (Taylor)       | \$ 750 00  |
| Plush Goods,         | 78 98     | 1 Large Nickel Show Case,                        | 250 00     |
| Fancy Goods,         | 982 76    | 8 Nickel Show Cases,                             | 195 00     |
| Spectacles, Etc.,    | 173 48    | Walnut Side Show Cases, Mirrors, Fittings, Etc., | 538 50     |
| Silverware,          | 509 08    |                                                  |            |
| Jewelry,             | 1,581 00  |                                                  | \$5,642 48 |
| Jewelry Boxes, Etc., | 152 57    |                                                  |            |

Inventory and stock can be seen on application.

**TERMS** :—Ten per cent. on acceptance of tender, balance to be paid on transfer of stock.

No tender necessarily accepted.

**T. C. DAWSON,**

ASSIGNEE,

**ST. CATHARINES, ONT.**

Dated 25th April, 1890.

**T. WHITE & SON,**  
**MANUFACTURING JEWELERS,**  
 LAPIDARIES & DIAMOND SETTERS,  
**RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.**

Canadian and Foreign Stones Polished and Mounted for the Trade.  
 N.B.—A variety of Stones and Imitations of all kinds in Stock.

**C. W. COLEMAN,**

**10 KING ST. WEST, up Stairs, - - - TORONTO.**

**WATCHMAKER TO THE TRADE.**

*Importer and Dealer in GRANDFATHER CLOCKS,  
 QUARTER TING-TANG AND CHIMES.*  
**ESTIMATES FURNISHED FOR TOWER CLOCKS.**

**W. COATES & BRO.,**

**JOBBER IN**

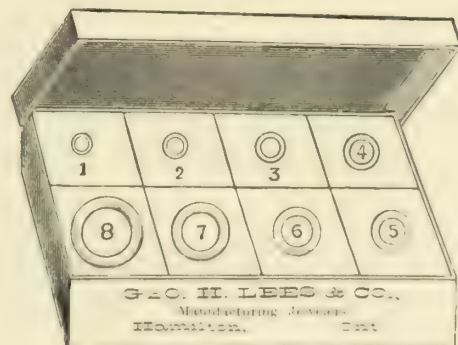
**JEWELRY AND WATCHES,**

**BROCKVILLE, ONT.**

G. H. LEES.

WM. LEES

**G. H. LEES & CO.**



Rolled Plate and Silver Jump Rings at less than half ever sold before, conveniently done up in boxes holding one gross each, in 8 assorted useful sizes as per illustration.

**R. P., - - - \$1.25 per Gross.**

**SILVER, - - - \$1.50 per Gross.**

Sent by Mail on receipt of Price. Try a box of each.

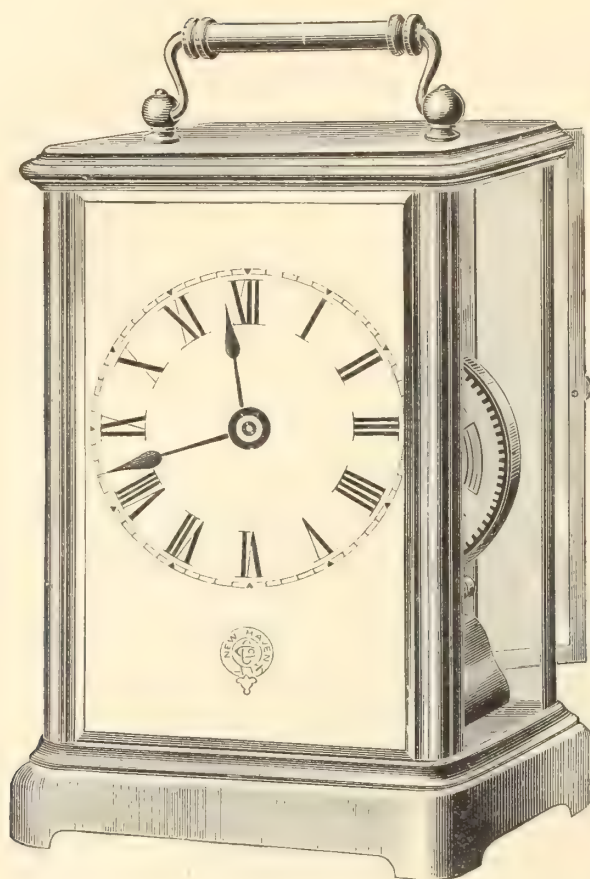
**G. H. LEES & CO.,**

**HAMILTON, ONT.**

N. B.—If you haven't tried our Bangle Bracelets as advertised in April TRADER, do so at once. They are good Sellers. Solid Silver, \$2.10 per dozen.



# THE PILGRIM



IS the best Nickel 1 Day Half Hour Striking Clock made. It is striking in appearance, is an accurate time-keeper, and one of the best sellers in the market. It is also made with Gilt Mat Dial.

The names we want to bring before our patrons this month are - CABINET, No. 6; CABINET, No. 4; CABINET, No. 7; CABINET, No. 3. These we are selling at a

## GREAT REDUCTION

In price, and they are without doubt the best value in the market.

Etruria, Umbria, Servia, Gallia, Hidalgo and Valkyrie have not been surpassed, and are still leaders this Spring. These Clocks are made by the famous New Haven Clock Company, of which we are Agents.

---

E. & A. GUNTHER, - TORONTO.



# A CASE YOU CAN SWEAR BY



**T**HE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of GOLD FILLED WATCH CASES.

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to swear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can swear by."



# THE GOLDSMITHS' STOCK CO'Y OF CANADA, (LIMITED)

48 YONGE STREET, TORONTO, ONT.

*Canadian Agents of Ansonia Clock Company.*

Importers of British and Continental Jewelry, Swiss  
Watches, French Clocks and Bronzes.

*Agents for Elgin, Waltham, Columbus and  
Trenton Watches.*

Fahys, Boss and Crescent Filled Cases.

*American Watch Case Co.'s Silver, Filled & Gold Cases.*

Canadian Agents of Non-Magnetic Watch Co.  
(Paillard's Patent).

*Gold and Silver Head Canes.*

American Roll Plate Jewelry.

CLOSE PRICES.      PROMPT SERVICE.      LARGE ASSORTMENT.



JUNE, 1890.



# T. H. LEE & SON

As we have for over Ten Years carried

## THE LARGEST STOCK OF WALTHAM WATCHES

in Canada, we take this opportunity to inform our numerous  
Customers that we still continue to do so, and at all  
times can supply every Size and Grade.  
Also any make of

*GOLD AND FILLED CASES,*  
AT SPECIAL PRICES.

A FULL ASSORTMENT OF SPLIT SECONDS, CHRONOGRAPHS AND  
REPEATERS, BOTH SWISS AND AMERICAN.

T. H. LEE & SON, - - I WELLINGTON ST. EAST, TORONTO.



**P. W. ELLIS & CO.** 31 WELLINGTON ST. EAST,  
TORONTO.

**WATCHES WATCHES**

AS AN AMERICAN WATCH HOUSE

❖ **WE LEAD.** ❖

Our assortment is at all times so great that our mail orders have grown large, and with the preparations we have made, we want them larger.

**Remember we supply all American Filled, Silver and Nickel Cases still at old prices as before duty was raised.**

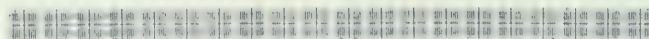
**D**ID you get our Watch Case Price List?  
**D**ID you study the prices and note



The low quotations upon O. F. Montauk Screw Bezels,  
Bates & Bacon Orient Hunting Filled Cases,  
Hunting and O. F. Filled Cases of Canadian Manufacture,  
Nevada Silver Cases and National Double Stock Cases?



**WE HAVE** { A large stock of Silveroid K. W. Nickel Cases at old prices.  
A large stock of Waltham Silver Screw Bezels and Century Inlaid at old prices.



Your orders are filled by an experienced staff who know the wants of the Trade.

**NOTE** Did you get sheets of our Clock Leaders? Note our material add page 40.





## WATCH CASES—

These goods, as we announced in our special insert of last month, are at last free from the control of the Jobbers' Association, and will now be sold at legitimate prices. We are strong believers in the doctrines of *Free Trade*, and quite satisfied to carry on our business without the assistance of any *legislative body*, political or *commercial*. Trade, like water, will find its level when free and unfettered, and this result will follow by the withdrawal of *artificial* support from the *prices* of Watch Cases; they will be *sold closer* than hitherto, and those who cannot stay in the race will have to drop out. We hear a great deal about "selling below cost," "slaughtering prices," &c., as the outcome of the abolition of a recognised case list. This is all nonsense; the jobbing houses who are trading with their own money are not likely to do any business without a profit, and those not so fortunately situated

must do the same, or fall into the pit.

Our list of *Watch Cases* now in the hands of the trade is *the closest* yet issued by a Canadian house. We expect to be able at an early date to make a *further reduction*, and would recommend dealers to *buy sparingly* at present. Especially beware of special (?) drives, of which there seems to be a plethora just now. We will have *plenty of regular goods* at right prices that will pay you far better to put in stock.

**SILVER CASES.**—We have reduced the price of every line, and will quote special discounts for quantity orders.

**FILLED CASES.**—We quote very low prices, in some lines a drop of one-eighth from former Association list. We will have this month a line of **Domestic-Made Hunting** goods that will be better value than any specials (?) in the market; wait for them.

**GOLD CASES.**—As usual, we lead in selection and value.

Long winded open accounts we are not anxious for, believing that short, defined terms and close prices are beneficial alike to Manufacturer, Jobber, Retailer and Consumer.

The Goldsmiths' Stock Company of Canada, Limited.

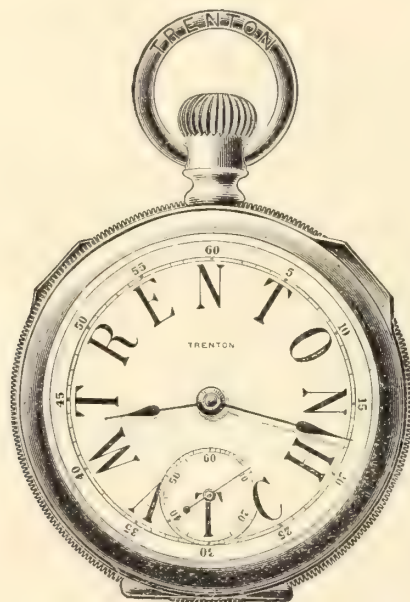


# TRENTON WATCHES.

THE BEST LOW PRICED ARTICLE IN THE MARKET.

---

Any jewelry firm who will send us an order for one dozen Watches, we will furnish with an electrotpe similar to this cut, to be used in advertising his business.



WE CAN SUPPLY THEM IN  
NICKEL, FILLED, SILVER OR GOLD CASES.



NICKEL OR GILT MOVEMENTS, QUICK TRAIN  
STRAIGHT LINE LEVER ESCAPEMENTS.

---

Agents for Canada, The Goldsmiths' Stock Company of Canada, Limited.





# ENGRAVED BAND RINGS

OF AMERICAN MANUFACTURE.

ORIGINAL PATTERNS.



1



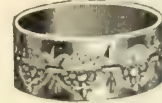
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Perfectly Finished



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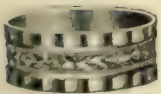


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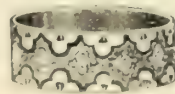
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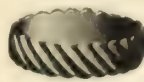
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Selling Agents for Canada, The Goldsmiths' Stock Company of Canada, Limited.

# GOLD AND SILVER HEAD CANES,



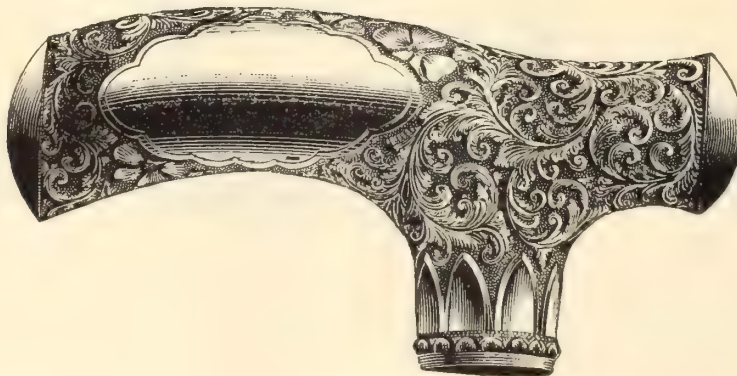
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203



POLO CROOK.

A large assortment of select engraved goods in 12k., 14k.  
and 16k., with Ebony, Rosewood or  
Snakewood sticks.

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The Goldsmiths' Stock Company of Canada, Limited.





# SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

## Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

**OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.**

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.



Every Piece is Stamped Thus.

TRADE MARK FOR



HOLLOW WARE.

All our Flat-Ware bears this TradeMark.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.  
And is Fully Guaranteed.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN  
**EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.**

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

**FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.**



# BUY THE BEST. THE HAMPDEN WATCHES



EXCEL ALL



OTHERS



## AS ACCURATE TIME-KEEPERS.

The Watch Movements manufactured by the Hampden Watch Co. are the best Movements made, and the guarantee on them is almost without limit.

# CAUTION

We have found that it is almost impossible to have an Adjusted Watch reach the dealer in perfect condition when packed in Tin Boxes, and for this reason have gone to the expense of putting Skeleton Cases on all our Adjusted Watches. Since this was done, the Watches have made a most wonderful record for time, and their sale has increased three hundred per cent. during the past year.

We have also found that nine tenths of the so-called Watch Cases now manufactured by the Trust and sold under the various Dust-Proof and Anti-Magnetic names, are not turned true and therefore do not hold the Movement without binding somewhere on the Plates, which pressure on a Pillar Watch throws the Train out of upright and crowds the Top Plate in an opposite direction from the Pillar Plate, therefore causes the Pivots to stick in the Jewels, destroying the factory rating and the running of the Watch.

All Adjusted Watches in Skeleton Cases, please run without taking down, in order to ascertain if injured in shipment. If found perfect, they also ought to keep time as well when put in the Case. If not, the fault is with the Case.

Yours respectfully,

THE DUEBER WATCH CASE MFG. CO.

Address all orders to

## WILLIAM ALLEN YOUNG,

Bank of Commerce Building,  
**LONDON, ONT.**

Sole Canadian Wholesale Agent for the Sale of  
**HAMPDEN WATCHES.**





# WILLIAM ALLEN YOUNG,

Bank of Commerce Building, . . . LONDON, ONT.

SOLE CANADIAN WHOLESALE AGENT

## HAMPDEN WATCHES.

# 3 THREE NEW MOVEMENTS 3

18 SIZE HUNTING AND OPEN FACE.



**"JOHN C. DUEBER."** Nickel, 15 Ruby Jewels, in settings adjusted to heat and cold, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator. Specially guaranteed to be the best time-keeper in the world for the price, and superior to any other full plate Watch made outside of the Hampden Watch Factories.

**"DUEBER."** Nickel, 15 Ruby Jewels in settings, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator.

**"THE DUEBER WATCH CO"** Nickel, 11 Jewels in settings, Patent Regulator, Roman Circle Dial, Spade Hands.

### NOTHING BETTER MADE FOR THE PRICE.

Jewelers who are not "BACK NUMBERS" keep the Dueber-Hampden Watches in stock. There is more money for the dealer, and better satisfaction to the wearer in the Dueber-Hampden than any other Yankee watch made.

Write for Price List and Samples of above new Movements if you have not already placed order.

### THE TRADE ONLY SUPPLIED.

# BUY THE BEST, THE HAMPDEN WATCHES





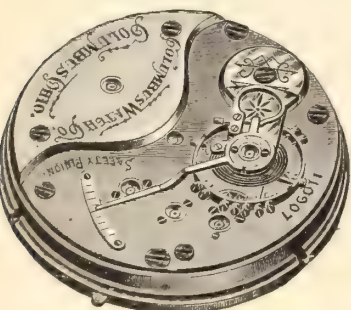
**18 Size, Gilt.**—No. 20, Hunting, or No. 90, Open Face, pendant set, 7 jewels, tempered hair spring, sunk seconds dial.



**18 Size, Gilt.**—No. 21, Hunting, or No. 91 Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



**18 Size, Nickel.**—No. 22, Hunting, or No. 92, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



**18 Size Gilt.**—No. 32, Hunting, or No. 93, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



**18 Size, Nickel.**—No. 33, Hunting, or No. 94, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



**16 Size, Gilt.**—No. 41, Hunting, or No. 81, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



**16 Size, Nickel.**—No. 43, Hunting, or No. 83, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



**16 Size, Nickel.**—No. 46, Hunting, or No. 86, Open Face, pendant set, 15 jewels, adjusted, Breguet hair spring, patent regulator, double sunk dial, jewels in red gold settings.

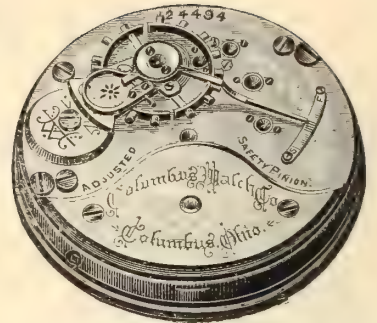


**6 Size, Gilt.**—No. 51, 11 jewels, 4 upper holes jewelled, tempered hair spring, sunk seconds dial.



**6 Size, Nickel.**—No. 55, 15 jewels, adjusted, jewels set in red gold settings, tempered hair spring, sunk seconds dial.

Also No. 50, 6 Size, 7 jewels, tempered hair spring, sunk seconds dial.



**18 Size, Nickel.**—No. 34, Hunting, or No. 95, Open Face, pendant set, 15 jewels, adjusted; jewels set in gold, Breguet hair spring, sunk seconds dial.



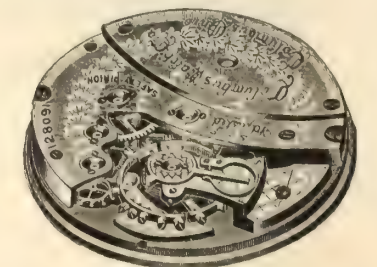
**18 Size, Nickel.**—No. 27, Hunting, or No. 97, Open Face, pendant set, 16 jewels, adjusted, extra centre jewels, Breguet hair spring, patent regulator, double sunk dial, jewels set in red gold settings.

Also

**18 Size, Nickel.**—No. 28, Hunting, or No. 98, Open Face, pendant set, 16 jewels, adjusted, jewels set in red gold settings, extra centre jewels, Breguet hair spring, double sunk dial, patent regulator, damaskeened in gold and nickel.



**18 Size, Nickel.**—No. 18, Hunting, or No. 99, Open Face, pendant set, 16 jewels, adjusted to position, isochronism and temperature, finest rubies set in raised gold settings, extra large ruby centre jewel, Breguet hair spring, double sunk dial, patent regulator, damaskeened in gold and nickel.



**16 Size, Nickel.**—No. 47, Hunting, or No. 87, Open Face, pendant set, 16 jewels, adjusted extra centre jewel, Breguet hair spring, patent regulator and sunk dial, jewels in gold settings.

**FOR SALE BY**  
**H. ELLIS,**  
14 WELLINGTON ST. W., TORONTO,  
IMPORTER OF  
**WATCHES, JEWELRY**  
**WATCH & CLOCK MATERIALS, TOOLS, &c.**

**A FULL STOCK OF COLUMBUS MOVEMENTS  
CONSTANTLY ON HAND.**





TORONTO, ONT., JUNE, 1890.

The recognized organ of the jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

67 ADELAIDE ST. W., TORONTO, ONT.

### SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

## EDITORIAL.

### THE OUTLOOK.

**A**LTHOUGH the spring business has been slower than usual, there are not wanting signs of improvement. So far, the weather—although cool and somewhat wet—has on the whole been exceedingly favorable for the growth of farm crops of all kinds, and our farmers are looking hopefully forward to a large return for their labors. Nothing that we know of would do this country more good than a bountiful harvest, especially if it were supplemented by higher prices for farm products than have been obtained for the past few years.

During the past month grain and farm produce of almost all kinds have advanced considerably in value, and the result has been to put more money in circulation and to develop a more hopeful feeling throughout the country.

The jewelry business, dealing as it does almost exclusively in articles of luxury, has felt the effects of the depression more keenly than other branches of trade, but we are glad to say that the past month has shown a considerable improvement over any of its predecessors this year.

Our retailers are wisely buying only for their immediate needs, and taking no risks on the future that they can avoid. In this they are wise.

We regard it as one of the healthiest signs of permanent improvement that merchants should buy only what goods they can pay for when due. The result will be that when the harvest is gathered in and the fall trade opens up, they will be "short" enough of goods and we trust "long" enough on cash to take advantage of the new and seasonable things which will be put upon the market.

While the present state of trade is not as favorable as we would like to see, it shows improvement enough to warrant us in hoping for better things in the near future.

### ACCOMMODATION PAPER.



**E** have always held that when a retail merchant purchases a bill of goods on time, he does wisely to close the transaction by his promissory note. Such a course is not only good for the jobber, who is then in a position to make use of the transaction by discounting the note, but it is also a safeguard to the retailer who has paid for the goods with the note, and thus turned an uncertain obligation into a definite contract to pay at a stated time in the future.

When a jobber accepts his customer's note in closing a business transaction, the note is considered payment for the account just as much as if the cash had been paid by him. The retailer then owes for the note, and not for the goods, a thing well worth remembering by every jeweler who buys goods on credit.

While it is important that the retailer should close all transactions by note, it is equally, if not more important for him to see that the note is given for the exact amount due to his creditor. Many retailers regard notes thus given as merely a matter of form, and that as they are given for the accommodation of the jobber, they still owe for the goods they represent. This is a serious mistake, and the sooner their minds are disabused of the idea, the better for their business.

A promissory note is regarded by the law as cash, just as much as a check, bank draft, or bank bill, all of which are merely promises to pay at short dates or on demand. If retailers would thus regard the notes they give, they would, we are satisfied, in many cases be very much more particular about the amounts, and how and when they are made payable.

It is this carelessness in giving notes (arising in the majority of cases from a want of knowledge of their importance) which has crippled many a merchant who was doing well, and caused him to waste years of his valuable life.

Accommodation paper is simply a note given by one person to another for which no value has been received, and although the maker of the note may have received no benefit from it whatever, still he can be forced to pay by any other person than the one to whom it was given.

One of the most dangerous features about accommodation paper is the way in which it grows upon some merchants. It may be that when the first note is asked for, the merchant hesitates to give it; he has had no experience of such things, but he has heard that they are unsafe things to meddle with. However, he is persuaded into giving it, the jobber assuring him that he will pay it at maturity, and he need not bother his head about it any more. The transaction comes out just as the jobber predicted. At maturity the note is taken up, the retailer having had no trouble about it whatever, and the result is that after a few transactions of such a kind, he begins to regard the dangers of this kind of commercial "kiting" as liable only to happen with dealers less sharp than himself.

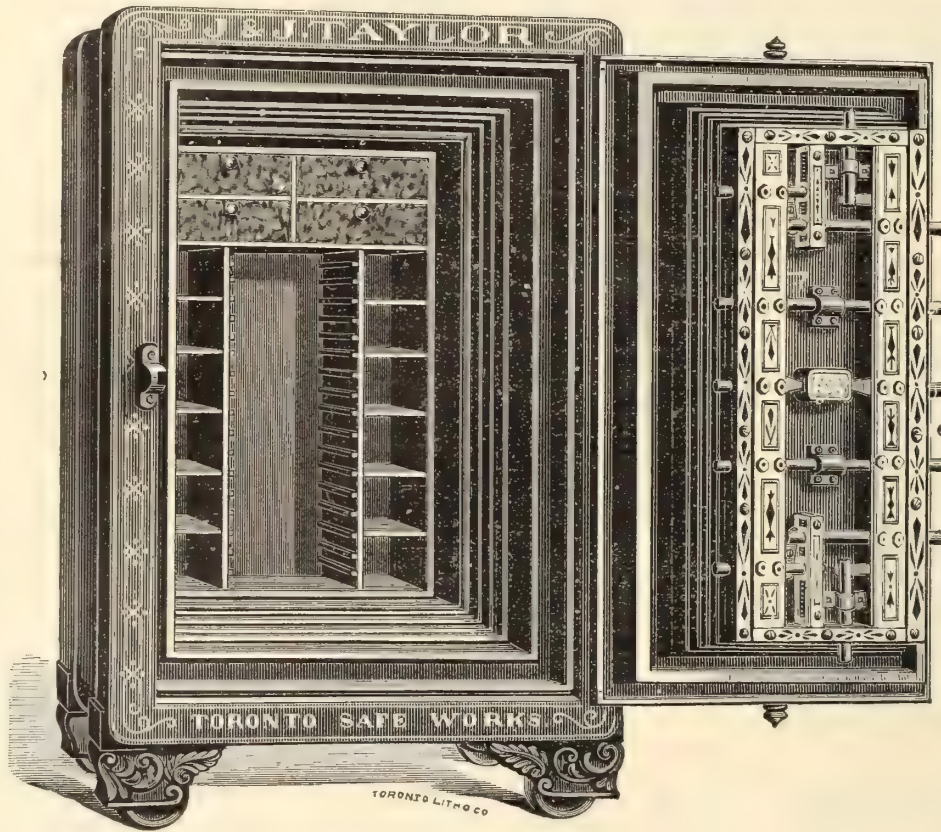
And in all this there is much to excuse the retailer. He does not thoroughly understand the risk he is running; he regards the jobber from whom he buys his goods as perfectly solvent and trustworthy in every respect; and further, in his desire to stand well with the firm from whom he purchases his goods, he may think that by consenting to their desires in





# SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S  
NEW STYLE  
JEWELERS' SAFE,



DOUBLE TONGUE AND GROOVE  
FIRE-PROOF DOORS.  
WITH

## J. & J. TAYLOR, TORONTO SAFE WORKS.

**I**N ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

### FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

**T**HE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

### DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

### TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

# J. & J. TAYLOR,

## TORONTO SAFE WORKS,

117 and 119 Front St. East, Toronto.



this respect, he is putting them under an obligation to him. These are the dangerous features of the thing

As a matter of fact, every retail merchant should be just as careful about giving a note as of paying out the cash. Why? Simply because they are eventually one and the same thing, for as soon as the note matures, it has to be paid in cash.

While, therefore, every credit transaction should be closed by note, care should be exercised that such notes are for the exact amounts due and no more. The simple fact of any jobber asking his customer to give him accommodation notes, should be a warning that he is an unsafe man to do such a favor for. Were he thoroughly solvent, he would never need to ask such a favor from anybody, and the fact that he is compelled to do so is proof positive that his finances are getting shaky, and therefore that he is a dealer either to be avoided or from whom only such goods should be bought as the retailer is prepared to pay for in full when due. As a rule, however, such a person is a safe one to let alone, except in the way of strictly legitimate business.

There are hundreds of retail jewelers in Canada to-day that have at one time or other in their career been bitten by means of accommodation paper, and we think they will heartily endorse every word we have said regarding the evil.

"Once bit, twice shy," and while this comes too late to do more for them than to recall disagreeable experiences in their career, we trust that it may serve to deter some of the younger men in the craft from perpetrating such an act of folly as to give their paper to anybody, or for anything for which they have not received value beforehand.

### WILL IT HELP THEM?

**Y**OUR esteemed contemporaries, the *Jewelers' Circular* and the *Manufacturing Jeweler*, are having a quiet discussion about the effect of free trade upon the watch manufacturing industry of the United States. The *Circular* seems to take the ground that free trade would benefit the watch industry, while the *Jeweler*, on the contrary, asserts that such a change in the tariff would seriously cripple it.

We must confess that as far as our humble judgment goes, we decidedly agree with the latter, for we do not know of any business in the United States which better illustrates the value of a protective policy in building up native industries, than this very same watch business.

The watch industry of the United States is largely an outgrowth of protection, for by no other means that we know of could it have ever got a start in the face of the competition it was subjected to from the products of the cheap and skilled labor of Europe.

Without doubt the greatest market for watches in the world is the United States, and this home market they are able practically to hold against all comers by virtue of the excellence of their own manufactures and the tariff wall over which foreign goods are compelled to climb. Take away this protection and the American manufacturers would lose just so much of their home trade, and therefore would be compelled to export just so much more goods to foreign countries in order to keep up

their present volume of business.

That it would be any advantage to the American manufacturer thus to throw away a good paying certainty for a problematical uncertainty we very much doubt, and we think that the legislation which enables them thus to control their own home market, while they are gradually building up a foreign trade with the surplus goods their own country cannot consume, is not only sound in theory, but will be approved of by the practical tests of time and experience.

So far as we can see, the American watch industry has a great future before it, but we think that they would be unwise in their anxiety for foreign trade to endanger their home market, which has been and now is the very foundation of their greatness and success in this particular branch of manufacture.

## CORRESPONDENCE.

### WHO CAN BEAT THIS?

Editor TRADER—SIR :

**W**HEN going to repair a Waterbury watch not long since, I found what to me was an unheard of thing, viz., the spring in eighty (80) pieces. Would like to know if anyone who reads THE TRADER has ever seen anything of the kind.

JEWELER.

Knowlton, Que.

### CAN SOME OF OUR READERS ANSWER?

Editor TRADER—SIR :

**R**EADER wishes to know if you can give any information on how to give gold plating the color of 10, 14 and 18 karat gold. If you cannot give the desired information will you please inform me where I can procure a book treating on gold plating and the price of same

Oblige,

Dundas, May 13th, 1890.

ROBERT SMITH.

### APPROVES OF OUR REMARKS.

Editor TRADER—SIR :

**I** AM much pleased with your remarks headed "What shall we do with the Botch," and your suggestion as to forming an association to institute and operate a horological school.

Such an association should be easily formed, and just as easily supported. Every man in the trade should support such a scheme. Even the botches may be made good use of in this way, and if they cannot do good work at the bench, they can do it by assisting, with a small annual subscription, to raise the rising generation above the degrading title of "botch."

Yours very truly,

Prince Albert, Sask., April 19th, 1890.

R. B. WEAVER





# MERIDEN BRITANNIA CO'Y

**FINEST QUALITY**

## ARTISTIC, GOLD & SILVER PLATE.



**MARK**  
For Hollow Ware

TRADE MARK

1847, ROGERS BROS., A1  
OR  
1847, ROGERS BROS., X11.

For Genuine Rogers Goods.

NO. 65. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories: Meriden, Conn., U. S., and Hamilton, Ont., Canada.



## MISSSES IT VERY MUCH.

Editor TRADER—SIR :

**W**ILL you kindly send me THE TRADER to the address given below, as I miss it very much, and only receive a copy once in a while, on account of its being sent to my former address, 159 King Street west, Toronto, and oblige,

Yours truly,

712 Main St., Winnipeg, Man.,

M. H. SAUNDERS.

April 30th, '90.

in favor of any trade would be made. We must look then to private enterprise for such an establishment if it ever comes. For years I have been an interested reader of your valuable paper (which you kindly send free to retailers), have benefited by the perusal of the instructive articles it always contains and have never yet said "thank you." I do so now, and wish you every success that your enterprise deserves.

I am, sir,

Yours respectfully,

T. H. ROBINSON.

Toronto, May 23rd, 1890.

## INVESTIGATE THIS!

Editor TRADER—SIR :

**T**HERE was a suspicious character asked me my opinion of a very fine watch which cost over \$200. 18k. cases, Swiss, fine ruby pale jewels in solid gold settings and E. S. in case No. 27595. Gold settings, nickel movement No. 4045. I did not give a very favorable account of the watch to the person, who apparently wished to hide it on his person. I gave the numbers of the watch to the police and who had it.

Respectfully,

Hamilton, Ont.

C. MOODY.

## MUST HAVE IT.

Editor TRADER—SIR :

**T**HE majority of the letters regarding the "botch" question favor a horological school. I, and several others whom I know, trust with Mr. Hepinstall that Mr. Beeton can be induced to start such a school as he outlined. All those who desire to become masters of their trade should interest themselves in this matter and demand a school. No doubt then we will get one.

ONE WHO WANTS TO IMPROVE.

## WHAT IS WANTED?

Editor TRADER—SIR :

**A**S you have invited replies to the query "What shall we do with the Botch?" I would say that it seems to me very little can be done with him if he belongs to that class of whom the proverb said, "let him alone." But something can be done for those who are willing to avoid such a reputation. A horological school is what is wanted, one such as described by Mr. Beeton would fill the bill. They are a success on the other side, and surely one properly conducted and equipped would meet with support from those who have the interest of the trade at heart.

I do not agree with those who hope for government aid in this direction, because I think it unlikely that discrimination

## IT HAS MATERIALIZED.

Editor TRADER—SIR :

**I** HAVE received several letters and many requests from friends and members in the trade wishing me to start a Horological School. I may say that it has been my intention for the past two years to do this sooner or later, but I did not think that the time had yet arrived when one could be successfully carried on. However, the discussion *re* the "botch," which is receiving so much attention from the trade in general, as evidenced by the large number of letters in THE TRADER, plainly indicates that there is a universal desire for a Horological School.

On careful consideration, I have come to the conclusion that to operate such an institution satisfactorily to all parties concerned, too much attention cannot possibly be devoted to it. I therefore decided it would be necessary to make some other arrangement regarding my present business, and offered Mr. Henry Playtner, a friend of mine, whom I know to be a first-class watchmaker, a partnership, which he accepted, and we are now in a position to devote the necessary time and attention to the Horological School. We hope to announce in the next issue of THE TRADER that all arrangements are completed, and the School in active operation. It will be started on the lines suggested by me in my letter in the April TRADER, subject to such modification as may be deemed necessary. In the meantime those interested will on application be cheerfully furnished with full information regarding terms, instructions, facilities, etc.

Yours truly,

E. BEETON.

## A WORD ABOUT CLOCKS.

Editor TRADER—SIR :

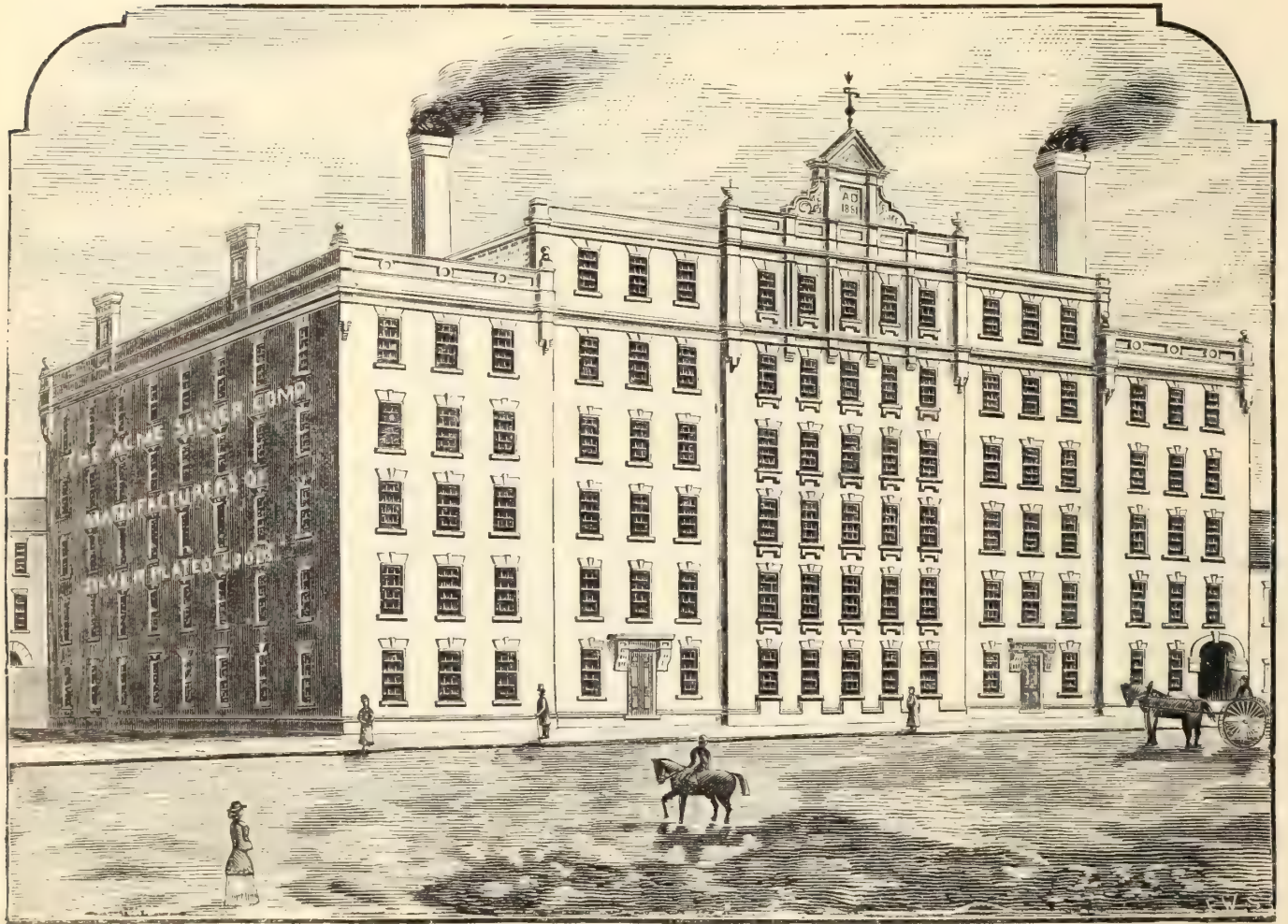
**A**S FOR some time past we have been the only manufacturers of clocks in the Dominion of Canada, you will perhaps like to know how the new tariff will affect the clock business. For over two years we endeavored to secure a reduction in the duty on clock movements from the Canadian Government, and early this year became discouraged of securing the needed assistance. Last fall we started a branch factory in Plattsburgh, New York, which has proved a very successful venture, and feeling uncertain that





# OUR \* NEW \* FACTORY

The Largest Silver Plate Factory in Canada and  
the Third Largest on this Continent.



*We expect to occupy the above Building in July.*

# THE ACME SILVER COMPANY,

TORONTO.



our claim for a reduction on clock movements would be recognized at the late session of Parliament, we decided about two months ago to close our Canadian factory, at least temporarily, as the spring trade was about over, and there would not be much done until fall, besides which we wished to concentrate our energies in extending the operations of our Plattsburgh factory. We are manufacturing some novelties which have been so successful that we are burdened with orders for them. Now that we have secured the long hoped for reduction in the tariff on clock movements, we expect to be able to successfully compete in the Canadian market with American made goods, and it is therefore our intention in the latter part of the summer to re-open our Canadian factory with a better equipment of machinery and appliances for turning out first-class goods than we had in Montreal. The Canadian trade will remember that we put on the market last year some novelties in clock cases which we called Composite Mantels. These being the first goods of the kind produced, we naturally had to overcome some difficulties, and could not therefore put as perfect a case on the market as we will soon be enabled to do. We have adopted an entirely new method of manufacture of our specialty "Wood Fiber," and by this means can produce some elegantly finished goods at very reasonable prices. Once we get ahead of our orders for the American trade, we will again push business in Canada, and the trade may expect to hear from us in the early fall.

Yours truly,

EDW. P. BAIRD & Co.

Plattsburgh, N. Y., May 21st, '90.

### A GRIEVANCE AIRED.

Editor TRADER—SIR:

**I** HAVE a grievance I would like to air through THE TRADER, and it is this: Last week a traveller for a wholesale house came to our town, and I bought a bill of goods from him. After he had left town I found that he had sold the hotelkeeper a watch and chain for himself, and a gold brooch and earrings for his wife. Now this hotelkeeper is a customer of mine, and had been talking to me for some time past about buying these goods from me, so that I have been euchered out of my profit on this sale. Not only that, but the hotel man bought the goods so much cheaper than I asked him for them, that he swears I was going to cheat him, and I have probably lost his custom for good. Now, sir, you are never afraid to say what you think about such things, will you kindly give your advice as to how I should act in this case. Trusting that you will give this kick space in your valuable journal, I am,

Yours truly,

May 14th, '90.

KICKER.

[NOTE.—The only advice we can offer in this case is exactly the same as we have offered through these columns a dozen times before, and it is this: Acquaint the house represented by the traveller complained of with all the particulars of the case, and if they back him up and refuse to do the square thing by you in the matter of commission on the sale complained of,

why your only recourse is to stop dealing with the house. A wholesale jeweler is supposed to sell exclusively to the legitimate jewelry trade, and as a rule most of our wholesalers adhere to this principle. If any of them prefer to cater for the public instead of the trade they have the right to do so, but the trade on the other hand have the right to say, you have chosen to sell to my customers, therefore you cannot sell to me. This is a fair and honest position to take, and it is one, moreover, that almost every jobber and manufacturer concedes to be right in principle. We don't believe in "boycotts," except in the individual fashion outlined above, but in such a case we would consider it not only justifiable, but good common-sense business.—ED. TRADER.]

### MODERN WATCH REPAIRING IN A MODERN WORKSHOP.

BY E. BEETON, TORONTO.

MAKING A POTANCE FOR AN ENGLISH LEVER.

It is not often that one finds it necessary to make a new potance for an English lever movement, but occasionally a case is met with where the potance has been botched up, usually for the purpose of preventing the balance with an imperfect balance staff from rubbing on the plate. Sometimes it will be scraped and filed on the under side without meddling with the steady pins, again, the steady pins will be driven out and either replaced so as to leave the potance jewel hole out of upright with the balance cock hole, or else left out entirely on the principle that "everything goes," and I have seen cases where the potance was soft soldered and shellacked to the plate, but such are, happily, rare. When a defective potance is met with it is far better to make a new one at once than to attempt to make the old do, because in nine cases out of ten the new one can be made in less time.

In the first place get a solid piece of brass slightly larger every way than the finished potance is to be, lay it on the plate so that it covers all the steady pin holes in the plate and also the hole the balance staff and roller goes through, holding the brass against the plate firmly with the fingers, with a small countersink make a centre mark on it through the hole in the plate that receives the screw that holds the two together. Drill a hole through the brass plate from the centre mark about the same size as the potance screw that is to go through it, then cement the brass plate on to an old watch plate and by means of the slide rest turn one side of it perfectly flat, remove it, clean off cement, and placing it in universal head with the unfinished side outward, turn out a sink to receive the screw head, of such a depth that the thread will project through the other side sufficiently to screw it to the plate. Remove from universal head and screw to plate and mark the positions for the steady pins through the steady pin holes in the plate, drill the holes and tap them, then put a piece of brass wire in wire chuck in lathe and turn the steady pins to size and tap them to fit the tapped holes in brass, fit the steady pins, then screw the potance blank to the plate, then put the plate in universal head with potance blank outward and turn the face of it off true and sufficiently to be properly clear of the centre wheel. The blank is now in readiness to have the jewels fitted which



# GEORGE CHILLAS.

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is done as follows—Screw the balance cock with the hole jewel in place, to the plate and insert plate in universal head centering from the balance jewel hole in cock, then make centre mark in potance blank and drill a small hole through it. This hole of course is perfectly true with the jewel hole in cock, next cut out the hole in potance blank to fit the potance hole jewel and cap jewel. 18-size American (or smaller if necessary) jewels had better be used as it is much easier to fit an American cap jewel in setting than to file a dovetail and fit a dovetail slip, besides it makes a neater job. Next remove the plate from lathe, take off the balance cock and take out the potance jewels and replace the plate with potance attached in the universal head with the upper side of plate outward, and centering from the hole in potance turn away the surplus metal to accomodate the table roller and fork and then afterwards file the end of the potance away opposite the fork so that the fork can be inserted in its place between the banking pins. Next screw the potance again to the plate and place in universal head and centering from the hole in barrel bridge turn away the side of the potance next the barrel so as to clear the fusee chain from rubbing against it, next centre from the fusee pivot hole in plate and turn away that part of the potance that would otherwise touch the fusee, next centre from the fourth jewel hole and turn the potance away to clear it from the fourth wheel, the little part left between the two last cuttings can be filed away. It only remains now to drill the holes, tap and countersink them for the jewel screws in potance. The countersink can either be turned out with slide rest or a cutting tool can be made to fit in tailstock spindle of the requisite size and shaped at the end like a screw driver or chisel, and after having centered by the jewel screw hole, feed this cutting tool against the potance and cut the screw head sink to the proper depth so as to leave the head of screw flush with the potance. The potance can now be smoothed off with water and stone, scatch-brushed and gilded.

## PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

### THE DUPLEX ESCAPEMENT. CONTINUED.

(488) In drawing the wheel and roller action, first lay off a straight line  $db$ , Fig. 31. Next set the dividers to thirty times the radius of the repose wheel, and draw the curve  $xx$ . By making our drawing on a scale of thirty times the real dimensions, we secure clearness and exactness, and when done we have only to diminish to  $\frac{1}{30}$  and we have the actual size of any part. The repose wheel having 15 teeth, the points will be  $\frac{1}{15}$  of  $360^\circ$ , or  $24^\circ$  apart. Supposing one tooth to be on the line of centres  $db$ , its point at  $o$ , we next draw the lines  $dO$ ,  $dO$ , from the centre  $d$ , and  $24^\circ$  each side of  $db$ . The crossings of these lines and the curve  $xx$ , locate the points of the two other repose teeth, whose front faces will be in the lines  $dO$ , running to the centre. In some cases the sides of the teeth incline each way from the radial line through their points, forming what are called star teeth. To find the length of the repose teeth, we will suppose the size of the impulse wheel to have been fixed upon, (514), set the dividers to 30 times its radius, and draw the curve  $yy$ . Then finish the repose teeth  $O$ ,  $o$ ,  $O$ . This completes the re-

pose wheel—that part of it which suffices for our figure. The impulse teeth are half way between the repose teeth and their points in the circle  $yy$ , therefore the lines  $dP$ ,  $12^\circ$  each side of  $db$ , will cross curve  $yy$  at the proper places for the points of the impulse teeth, at  $P$ ,  $P$ .

(489) We will take the roller to be  $\frac{2}{3}$  the distance between two repose teeth. Divide the arc  $Oo$ , at the left of  $db$ , into six equal parts, and set the dividers to one of those parts, which will be the radius of the roller. There are two ways of drawing the roller and getting it properly applied and fitted upon the repose wheel circle. First, take a separate piece of stiff paper, and, with the dividers set as before described, draw the circle shown in the small cut at the left of Fig. 31. Through the centre  $e'$ , mark the line  $db'$ . The roller having a small lift of  $30^\circ$ , we draw the lines  $ew'$ ,  $ew'$ ,  $15^\circ$  each side of  $db'$ , and  $30^\circ$  apart. Now, with a fine needle point, prick the paper exactly at the crossings of the lines  $ew'$  and the circle at  $a$  and  $c$ , then cut the paper out as shown by the dotted lines, cutting very accurately upon the lines which run from  $w'$ ,  $w'$  past the points  $a$  and  $c$ . Place this slip over the drawing before made, keeping the line  $db'$  exactly over the same line in the large figure, and slide it down along this line till the points  $a$  and  $c$  are exactly upon the curve  $xx$ . Hold the slip there, and, with the needle point, carefully mark, through the slip, the points  $a$ ,  $c$  and  $e$ , and remove the slip. If this has been properly done, the points  $a$  and  $c$  upon the curve  $xx$  will be  $30^\circ$  apart, measured from  $e$  on the line  $db$ . From  $e$  as the centre draw the circle of the roller, and from  $e$  through  $a$  and  $c$  draw lines  $ew$ ,  $ew$ , as on the small slip.

(490) Another way is to mark upon the slip the circle and the lines  $ew'$ ,  $ew'$ , as before, to find the points  $a$  and  $c$ , where they cross the circle of the roller. Then, with the dividers, very carefully transfer the distance between  $a$  and  $c$  to the curve  $xx$ , having one-half on each side of line  $db$ . Next, set the dividers from  $a$  to  $e$ , on the slip, put one point on the mark  $a$ , which we have just made on the curve  $xx$ , and with the other point strike a short curve across the line  $db$ . Then set one point on the mark  $c$ , and strike another curve across  $db$ . Where these curves cross will be upon the line  $db$ , if properly done, and will give us  $e$ , the centre of the roller from which we draw the roller circle, etc., as before.

(491) The notch can now be drawn, between the lines  $ew$ ,  $ew$ . The tooth  $o$ , being on the line of centres, is supposed to be in the notch. But if the notch has gone back and around up to  $b$ , the point of the repose tooth will be at  $a$ , locked on the roller. When the notch comes down, the tooth drops into it and presses the roller around till the acting lip reaches  $c$ , when the tooth passes out, and an impulse tooth engages with the finger. Therefore the angular distance between the lines  $da$  and  $dc$  indicates the forward movement of the wheel during the small-lift, while, during the same time, the roller has gone over the angle included between  $ew$  and  $ew$ , or  $30^\circ$ .

(492) The foregoing process is easily modified for drawing this escapement in the Chinese duplex, by dividing the circle of the repose wheel into as many equal parts as there are groupes of teeth—say 6,  $60^\circ$  apart. Let the small cut at the right of Fig. 31 be one pair of teeth,  $db$  the line of centres, and one tooth resting on the repose of the roller at  $a$ . Measure off on the curve  $xx$  the distance necessary to give proper clearance to



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the roller used, say  $10^\circ$ , for the last tooth. This leaves  $50^\circ$  between the front tooth of this pair and the last tooth of the next pair, which, being halved, will locate the point of the impulse tooth between. I would say here that the figures are not drawn in the proportion stated in the description,—the roller for instance, being much larger than described, in order to secure clearness without having the drawings too large. The points of the repose teeth would also be quite broad, instead of sharp as those shown. We are now prepared to examine the wheel and roller action in the watch with any required minuteness, and, if necessary, to replace defective parts with others which will be correct, and suited to the peculiarities of the case. The method of testing the duplex escapement with the angle-meter will be deferred till we have also considered the wheel and pallet action.

(493) Supposing that we have to select a roller jewel, first see that the balance staff is true; or, if not, that the part which carries the jewel is so. Then the hole through the roller should

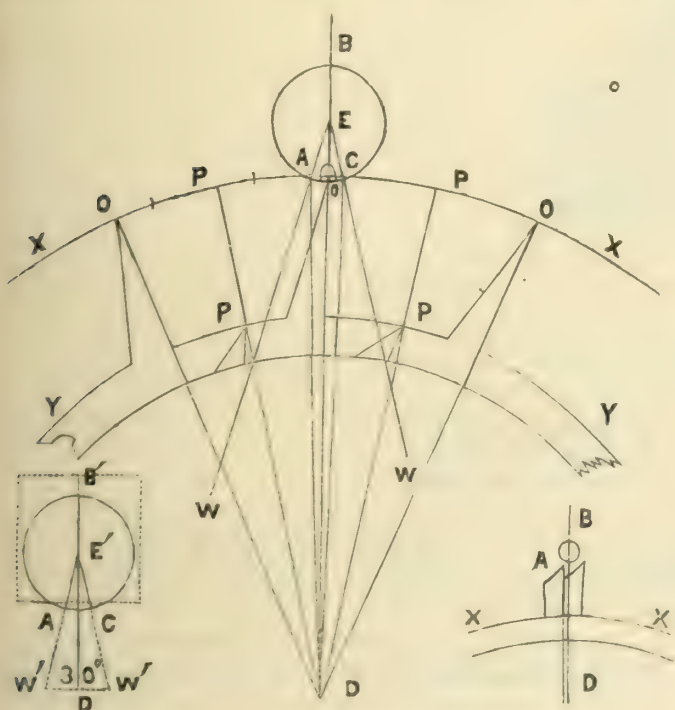


Fig. 31.

fit the staff well, but not go on tightly, as the greater expansion of the metal would sooner or later split the jewel, and probably in cementing it on. If the staff is too large, it can be turned or filed down in the lathe, and should be left rough, as it holds the cement better than if polished. If the staff is too small, it can often be enlarged a little to fill the hole by cleaning off all cement, rest that part on some level surface, then press a sharp knife edge upon it and roll it over, holding the edge inclined so as to cut a spiral instead of a ring. If the staff is quite soft it may be rolled between two sharp files with hard pressure, being careful not to mar the pivot. A few fine cuts with a sharp chisel edge may raise slight burrs upon the staff. But a soft staff is unsafe from its weakness, being liable to split the jewel by springing in it, and its trembling will affect the action of the tooth upon it, and render close regulation impossible. If the lower pivot is bent, never undertake to straighten it with the roller on, as the springing inside the jewel

is almost certain to split it. If the shoulder of the staff is not square, but tapering, or has a "lump" in the corner, do not force the jewel up while cementing it, as the wedging in the hole will pry it apart. If the roller ought to go higher up on the staff than it will while fitting loosely, always turn or file a square shoulder before putting the jewel on.

(494) The common rule for the diameter of the roller is to take  $\frac{3}{4}$  the distance between the points of two repose teeth, (485), or  $\frac{1}{8}$  the diameter of the repose wheel. But, as already stated, in large watches with wide and stiff mainsprings a larger roller is proper, and with a weak spring a smaller roller is advisable. The notch should be highly polished, (as well as the exterior,) not too wide, and the lips sound, and not too much rounded, (487). The length of the roller should be as great as will allow the washer, when cemented on, to be well clear from the hole jewel. If too long it can be ground off on diamond laps, or even on prepared glass or cornelian plates, with diamond dust. Cement the jewel firmly in a piece of hollow wire, with the poorest or most ragged end projecting out of the wax the distance it is to be ground off, and first take off around the edges, finishing by leveling down the centre.

(495) For cementing the jewel on, we want a temper-drawer long enough to project well beyond the balance rim, say  $\frac{1}{2}$  inch, made of copper wire nearly  $\frac{1}{8}$  inch in diameter, bent so as to clasp the impulse collet or on the staff between the balance and the impulse finger, tightly enough to hold itself up free from contact with the balance rim. With care a jewel can safely be cemented fast without removing the hair-spring from the staff. Hold the bow of the temper-drawer (295) in the edge of the flame of the alcohol lamp till the washer and roller can be moved freely, slide the roller up and down on the staff to get the cement well in the hole, then push it down to its place, slip the washer on, adjust the position of the notch, then with the tweezers in the bow throw it off, and let the whole cool. No more heat must be used than just enough to make the cement flow freely. To apply the cement, while the bow is warming, melt the cement a little and touch the soft part to something, when it will stick and can be drawn out into a thread. Raise the roller a little, touch this thread to the staff between the roller and its shoulder, and the heat of the staff will melt the cement, which can be wound around it, both above and below the jewel, then push the washer down to make all the parts fit closely together. If there is no washer, its place can be supplied with the cement, getting on just enough, and by holding the staff vertically it will readily flow into a handsome conical mass, tapering from the size of the roller to that of the pivot. If too much or too little cement is used, correct the quantity and try again, till you get a smooth uniform cone. Finally clean the wax off the roller and pivot with a brass knife edged tool, that will not cut or scratch the pivot, and pick out the notch with a sharp brass point.

(496) In adjusting the roller on the staff, it will be a great convenience to always place the notch exactly under one of the balance arms. This makes it much easier to see that it is in beat, and to know where the notch is when adjusting the position of the impulse finger. The common way of doing this is to hold the jewel with a pair of fine tweezers, whose points are straight inside, with one point resting on the two lips of the notch. The central line of the notch will thus be brought



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*NEW ISSUE.*



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# WATCH COMPANY



at right angles to the inner surface of the tweezer point, which should be adjusted at right angles to the balance arm, and the centre of the notch will of course be under the centre of the arm. Any one with a mechanical eye can get the tweezers "square across" the arm without trouble, but it will take but a moment to make a guide mark on the rim, at right angles to the arm. To find where the notch is, by the eye, get the parts in such a position that you can see both lips plainly, then turn the balance till they are seen to be in the centre of the roller, and note the point of the rim which is in a straight line between the notch and the eye. Some workmen adjust the position of the notch by holding the balance with the arm pointing to the eye, then move the roller by a fine pin point till the notch is exactly between the eye and the centre of the staff, while the cement is soft. When the roller is once correctly made fast, it is not to be changed, but the hair-spring and the impulse finger must be moved, in making any of the adjustments of the escapement.

(497) Before leaving it, test if the roller is concentric on the staff, by whirling it in the calipers. If not, find the cause. No matter what that is, the defect, if serious, must be remedied, as the action would be untrustworthy and unsafe. If the foregoing directions have been followed, there cannot be any material error, but when cleaning or repairing a watch, the roller will often be found out of centre. Should the fault be slight, and caused by the staff being too small for the hole in the jewel, it may be corrected by merely softening the cement and pressing the jewel in the right direction. What that direction is depends on the depth of the repose wheel in the roller, (479, 527). If the depth is shallow, the roller should be pushed towards the letter *x*, in the left of Fig. 31. That is about where the tooth strikes upon the roller at the end of the large lift, and makes the depth safer at that point and on the repose at *a*. If the depth is already too deep, as shown by too much small lift, (479, 503), the roller may be pressed directly backwards towards *b*, along the line *ab*. Having fastened the temper-drawer on and softened the cement, hold the balance with that side upward against which you wish to press, put the tweezers in the bow and throw it off, then immediately rest one point on the jewel at the highest side, while the other point rests on the pivot pressing the washer up against the jewel, otherwise the swelling of the cement might move the roller and washer down on the staff. Be careful to press directly *backward only*, and not either forward or backward, as that would turn the jewel on the staff. Hold the tweezers perfectly still for a moment, till the cement begins to cool, then lift them off directly upward, but the balance should be held in the same position till the shellac is solid. Be sure that there is plenty of cement, and both the jewel and its washer firmly fixed on the staff, supporting and strengthening it from the shoulder of the impulse finger to that of the pivot.

Paris officers going to seize the goods of a woman against whom a judgment had been obtained found her lying apparently dead and prepared for burial in her room. They were about to retire when one of them could not resist the temptation to pinch the plump arm of the woman. The supposed corpse promptly sat up on the bed and gave the impudent officer a regular dressing down before she remembered that she was dead to her creditors.

## SELECTED MATTER.

### JIM SMITH, THE JEWELRY DRUMMER.

#### CHAPTER I.

INTRODUCTORY—STARTING OUT ON A LONG TRIP—THE RIVAL TRADESMEN—HOW ONE WATCH CLUB MADE TWO DEALERS UNHAPPY, AND HOW ANOTHER MADE EVERYTHING ALL SERENE AGAIN—THE ASPERITIES OF BUSINESS FORGOTTEN IN THE AMENITIES OF A QUIET LITTLE PARTY.

WILLIAM COOPER IN *The Manufacturing Jeweler*.



"SMITH, good bye, send us home all the sales and orders you can."

Such were the parting words of Mr. Nathaniel Jobson to James Smith, who, with hat in hand, was making his adieus all around the office, no one escaping his kindly parting grasp and cordial good wishes for their welfare.

"Jim" was just starting out on his long autumnal trip, commencing with the West and finishing up down South.

The house for whom he was senior traveling salesman was of high credit and fine commercial standing, and were accredited as one of the very leading firms in the wholesale watch and jewelry trade, carrying on an extensive and high class business in Virgin Lane, New York. But, although enjoying such an exceptional reputation, and that too from long years of just and honorable trading, they were beloved neither by employee nor client, being too cold and selfish, with no warmth or geniality in them. Their clerks they regarded as mere machines to be worked at their discretion and in accordance with their own despotic will, while the customers were treated as though Messrs. Jobson, Watchem & Screwit were the only firm of watch and jewelry dealers in existence, and from whom to purchase it was compulsory. While possessing many good points, they were a soulless firm. The partners, even though connected with each other for many years, were most freezing in their manner and icy in their mode of addressing one another, standing on the most exacting terms of politeness even to haughty austerity. Dollars and cents were all they lived for and constituted their little world of love. Oh, how they loved their ledger and worshipped its silent pages of secret wealth? Sacred shrine, thrice holy to them from its annually increasing amounts! It was their Alpha and Omega.

As can easily be imagined, their inadequate staff of clerks and much overworked travelers led lives by no means to be envied. With them it was slave and toil, drudge and grub, from Monday morning till Saturday night. But of them all, "happy Jim" had by far the easiest lot. He was so good natured, so easily pleased, so hard to offend, so pleasant and agreeable to all, that a kindly nod, a witty joke, a smart repartee, made him everywhere beloved, and his thirty-six years to sit but lightly upon him.

"Well, good bye boys, and don't forget to send me some



# HAVE YOU SEEN OUR NEW LINE OF - \* VELVET CASES?

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**D**URING the last twelve months we have been diligently at work on a New Line of Velvet Jewelry Cases. It is at last out in full blast and everyone is delighted with them. We have chosen as our models the very best English and French designs, improving the shapes and styles wherever possible. They are superior to the best make and cheaper than the poorest botch. We have sunk large sums of money in the machinery and appliances, and trust that what we are conceited enough to regard as enterprise will be repaid by the jewelers of Canada. In durability, a velvet case will outlast two plush cases, besides looking richer all the time. Here are the prices:

|                |   |   |         |        |
|----------------|---|---|---------|--------|
| Watch,         | - | - | \$12.00 | Dozen. |
| Sett,          | - | - | 12.00   | "      |
| Brooch,        | - | - | 7.00    | "      |
| Lacepin,       | - | - | 8.00    | "      |
| Large Earring, | - | - | 7.00    | "      |
| Small,         | - | - | 6.00    | "      |
| Scarf Pin,     | - | - | 8.00    | "      |
| Cuff Buttons,  | - | - | 7.00    | "      |
| Links,         | - | - | 8.00    | "      |
| Single Stud,   | - | - | 6.00    | "      |
| Ring,          | - | - | 6.00    | "      |
| Bracelet,      | - | - | 13.00   | "      |

Our old prices for boxes not so gracefully shaped were for Watch, \$18, Earring, \$16.50, Ring, \$12, &c., &c., so the enormous reduction will be readily appreciated. We will prepay Expressage or postage on parcels to those desirous of obtaining samples. Send for a complete line.

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**THE HEMMING BROS. CO., LTD.,**  
**76 YORK STREET,**  
**TORONTO.**



of those new 'Flukellem' filled cases just as soon as you get some."

"All right, Smith," answered Mr. Watchem. "Say, I think I could get you a sample or two soon if you think you could place them by orders. You see, it would save us so much in not carrying a stock of them."

Mr. Watchem had charge of the horological department, and it was a frequent boast with him, how he managed to get the maximum of trade from the minimum of stock, an antiquated idea suited to a decade ago, but not to the present day and its live notions of advancement, show and large display. Hence poor Jim was often driven to the last extremity of equivocation in apologizing for his poorness of stock, or a last resort "fairy tale" to secure his hard earned order, but downright "fibs" Jim would never tell, greatly detesting a liar, even though a business liar.

So once again, nodding his numerous farewells, and grasping his well filled "grip," he jumped into the waiting cab and was soon rattling along on his way to the depot. Arriving there he quickly bought his ticket, saw his trunks safely into the baggage car, and casting anchor in a comfortable seat in the smoker was before many minutes whirling away towards his first stop at Cherokee, N.Y., some 150 miles from the great metropolis itself.

Now his customers here were two old accounts of the firm. The first and most important one was a Mr. Julius Hockstadernsmith, an old Black Forest clockmaker, though a Fatherland absentee of forty years. The other one was a decent little jeweler named Green, a true born Yankee, and proud of his native soil. But the two tradesmen did not assimilate, a strong professional jealousy existed between them, especially so, as they were "next door but one" neighbors, and each one's customers often made the mistake of entering the other dealer's store.

Jim knew full well of the existing bad feeling and long standing feud, but, as a sensible salesman, never interfered or carried gossip from one to the other. Both were friends to him, and to each he was mutually obligated, so that when a favorable opportunity occurred he always tried to conciliate and pour oil upon their troubles and contentions. Further than that he felt most warmly attached to each, and claimed the privilege of being a welcome guest and friend.

"Ah, dere, my fren, Schmit, how you was? Vhy, vat was bring you round so zoon again? It zeems only like last veek you vas here."

To this Jim playfully assented, though protesting that it was fully four months since, and then proceeded to enquire how he had fared during that long period, and also how his trade had been.

"Trade, did you zay? Vhy, dere vas none, and den you zee, to make dem tings vorse, dat tam tief, Green, him was stardt a vatch klub. He zay he give dem a better vatch for \$50 dan I can sell dem for \$65, but I fix him, de tief."

Poor Jim listened in fear and trembling, for he himself had taken Green's order for fifty 19 dwt., 14k. cases at no making, with \$4 rebate for top and bottom engraving and no charge for springs. So, fixing a time to show the old German the stock, he quietly slips in to see the competing Mr. Green. The usual salutations over, that worthy at once proceeded to un-

burden his bosom of the wrongs inflicted by "that dog-goned Dutchman next door. Just fancy, Smith, those elegant cases your house sent me being put down by the old humbug as 'cheap juck trash.'" He then explained how he had started a new kind of watch club, each member to pay twenty five cents per week for ten years for a fifty dollar watch, and how well he had done till somebody had taken one of the club watches into his neighbor, and how that worthy had came out with some great and vicious German oaths, and offered to sell the customer a "genuine better watch for twenty-five dollars," never to pay for it till they pleased, and give them a written guarantee to keep it in order for fifty years. Further than this, he offered to give a seventy pennyweight, 14k. gold chain to all such purchasers as could spell his name in three letters.

"The consequence is," said Green, "my club has gone down, and I shall have to return you some of those cases." This was sad news to Jim. Promising to think it over, he rushed back to the hotel, and sought comfort in the fragrant weed. For a long time did he sit thinking, ever and anon, between the puffs of smoke, endeavoring to propound some new scheme that should bring peace and friendship and mutual trade to the irate competitors. At last, as if by inspiration, a happy thought struck him that seemed to fill the bill and gave promise of healing their sore and wounded feelings.

The early morning found him showing Mr. Hockstadernsmith through the contents of his trunk; three "telescopes" had been gone through with but poor result. It was easy to see that the storekeeper was cross and irritable, and was anything but pleased in having to look through Smith's stock.

"Tam it all, I don't vant to puy noting; der bissnez does look so plack and plue; I don't tink I sall ever zell any more vatches. I shall vish that tam Green to the debil."

"Well," answered Jim, "why don't you try and come to some agreement with him so that you could have a watch club too, and yet neither of you interfere with one another. It could be done easily, and you know you must not be too greedy, my friend."

It was as though an electric shock had shaken the good old German all to pieces, and had brought back again his better self.

"How, vat's dat you zay? Me have a vatch klub? But dere vas not no room for dwo."

Oh, yes, but there is. Now you see, Mr. Green's club is for gentlemen and for the sale of gentlemen's watches. He seldom sells a lady's watch, while you sell a great number. Now suppose you start a lady's watch club."

"Yah, but den I dink dat Green would try and run me out on dem dwo."

"Oh, no. I'll try and arrange that with Green. S'pose I agree with him on your behalf that you won't sell any gentlemen's gold watches in your club, provided he won't sell any ladies' gold watches in his club."

This seemed to strike the old man's fancy immediately. His eyes twinkled again with merriment, while his whole face broke out into a broad, good humored smile. So it was agreed that Jim should try and suggest the experiment to Green. He at once replaced his telescopes, locked up his trunks, and hurried in, to see that worthy himself. Cool and self-possessed he talked on various topics till an opening occurred for him to



# EDMUND SCHEUER

SNAP LOT No. 1.

\$5.00

6 DOZEN ASSORTED GENUINE AMERICAN HANDS.  
6 DOZEN ASSORTED STEEL SWISS HANDS.  
6 DOZEN ASSORTED COMPOSITION SWISS HANDS.  
6 DOZEN ASSORTED SWISS MAINSPRINGS.

SUBJECT TO 6 PER CENT. DISCOUNT FOR CASH.

TORONTO.

AMERICAN <sup>AND</sup> CANADIAN

FILLED CASES

AT LOWEST PRICES.

WALTHAM, ELGIN, COLUMBUS, N. Y. STANDARD, LEADER AND PRINCESS  
MOVEMENTS.



introduce the object of his mission. At first Green was decisively opposed to it, treating the suggestion as an encroachment on his rights, prerogatives and liberties; but gradually under the forcible and logical arguments of Jim, he yielded step by step, and finally agreed to all the propositions on the distinct understanding that "the Dutchman" should act honestly up to his promise.

Hurrah! Jim felt quite a hero, for was not he about to make two men friends who had long been bitter foes and enemies. The rest of the day was spent by first one and then the other in going through Smith's stock. There was no angry sentiments and suppressed ill feeling now; it was actually a pleasure to show them goods, and the day's business result was most pleasing and gratifying. The German had suggested that the treaty should be celebrated by an evening party and "feed." Mr. and Mrs. Green were to be the guests of honor and had duly intimated their acceptance and appreciation of the kindly deed. Smith was bound to stop, for he himself had promised to assist them both in framing rules and regulations and in writing up some attractive advertisements. It is needless to say that the party was a great success. The two competitors became great friends, and swore eternal friendship and honorable conduct towards each other for ever.

"Say, neighbor," suddenly exclaimed Green, "should anybody come to you and say that I had said anything against you, or say that I had tried to undersell, don't believe them, but come and tell me, and I will always do the same to you." This spoke volumes to which the good old German replied with a deep guttural "yah" and a hearty shake of hands. And thus the happy evening sped; even the ladies who never used to know each other became the closest and dearest of friends, and so with music and singing, with wit, laughter and good cheer, a lifetime breach was healed, and all through a "Jewelry Drummer."

(To be Continued).

### A RING AND ITS SETTING.

PROBABLY the most curious ring in New York is worn by the wife of a wealthy and well-known lawyer. She has three handsome, manly sons, but only one daughter, who made her debut into society this season, and was much admired. This girl is the idol of her parents, and the ring worn by her mother is a testimony to their affection, though a very eccentric one. When

the girl was ten years of age the father presented to the mother at Christmas a ring in which were set two semi-translucent white stones surrounded by diamonds, and for a long while resisted his wife's entreaties to tell him what sort of stones they were, she never having seen anything at all resembling them. Finally he confessed to her a little shamefacedly that when their small daughter had lost her pretty little milk teeth he had saved the front ones and carried them about in his pocketbook for a long time, until the idea occurred to him of utilizing them in this way. The wife laughed at him a good deal, but continued to wear the ring and still wears it, though very few persons know the story of its setting. —*Brooklyn Eagle.*

### ROBBING A SAFE.

HOW A SNAKE BURGLAR OUTWITTED A SPECIAL PATROLMAN IN DENVER.



A NIGHT watchman who was employed to protect a jewelry store in Denver against the ravages of thieves was neatly outwitted by the notorious Billy Forrester some years before his death. The firm carried an immense stock of gems, and kept them in a large, old fashioned safe. Forrester had by long years' experience become so familiar with safes of that pattern that he could tell when to reverse and when to turn the knob forward by placing his ear close to the door above the combination, and in this way could open the safe in a short time. By taking a wax impression of

the keyhole he made a key for the front door. Having previously located the safe in the store, he was now ready to begin. It was a cold, snowy, stormy night, about ten o'clock, and Forrester walked up to the store with an air of ownership and unlocked the door. He carried a small sample case in his hand. Going in, he turned up the gas in the rear of the store and then shook down the stove. He leisurely worked the combination of the safe, and in less than half an hour he had before him thousands of dollars' worth of costly jewels and gold watches. At this very interesting point the night watchman came in.

"Good evening," said the cordial burglar, as he continued to remove valuables from the safe to his sample case. "Come back to the fire and warm yourself; it is very cold out to-night."

The patrolman allowed that it was, and sauntered back to the stove.

"I'm packing up my samples," went on the thief suavely. "Going out on the road in the morning, and thought I would get ready to-night. There! isn't that a beauty?" he asked, holding out an elegant Jurgensen for the watchman to examine.

In this way Forrester packed over \$9,000 worth of gems and watches into his sample case, chatting cheerfully with the night watchman all the while.

As he was about to close the sample case he stopped suddenly as if struck by a happy thought, and then picked up a very pretty ring. Turning to the watchman he asked him if he had a wife. The watchman had, and with a careless laugh Forrester tossed him the ring, saying: "Give her that, and tell her it is a mark of appreciation for the faithful services rendered by her husband."

The brilliant guardian of other people's property was delighted, and was unusually wide awake all the rest of the night. It was not until next morning that he became aware of the hoax that had been practised upon him. Forrester by that time was well out of the way, and his connection with the robbery was not discovered till a few days before his death, when he confessed it.—*Exchange.*



# THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWEL, SIX SIZE, NICKEL MOVEMENT, KNOWN AS  
No. 149.**

---

## THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWEL, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,

KNOWN AS No. 120.

---

## THE ILLINOIS WATCH CO'Y

Will Next Month place upon the market a Movement

**PARTICULARLY ADAPTED TO THE CANADIAN TRADE.**



## AMERICAN SILVERSMITHING.

IN keeping with the remarks in the May issue of THE TRADER upon the rapid strides which have of late years been taken by American Silversmiths, we herewith present to our readers a photo engraving of the "Sterling" testimonial, which gives enough evidence of artistic excellence to secure for it a prominent place amongst the celebrated productions of this continent.

For the following description and facts relating to this testimonial, we are indebted to our esteemed contemporary the *Jewelers' Circular* of New York:

The Sterling Company, of Providence, R. I., have during the past two years become prominent as manufacturers of an extensive, attractive and salable line of sterling silver small wares. The Company's force of designers and artisans have directed their efforts exclusively in this channel, but that they are capable of more exacting work, is evidenced by the hand-



some cigar urn illustrated below which is the first large piece of silver ware the Sterling Company have turned out.

This commendable piece of silversmithing was ordered by the members of the grand jury of Essex County, New Jersey, to be presented as a testimonial to their foreman, Charles A. Sterling. The urn is about eight inches in height, while the cover is six inches in diameter. As it is intended as a memento of the pleasant association of the members of the jury, the judge of the court, the sheriff and the court officers, the body of the urn is divided into six oval panels, on which are etched in fac-simile autographs the names of these gentlemen. The piece is decorated with repoussé chasing, is oxidized, and on the cover, modeled by the Company's superintendent, Mr. Wientge, is a bas relief profile of Mr. Sterling, which is said by his intimate friends to be as near a perfect likeness as it is possible to produce in metal.

The interior is divided into twenty-four spaces, twenty-three of which are to hold cigars, while the remaining one is left blank and marked "excused," because of the custom of drawing twenty-four jurymen and excusing one in order to leave an odd number in the body.

Herman Schiener, one of the jurymen, on receipt of the urn, wrote the Sterling Company that he considered it a grand success, the beauty of the work seeming to increase every time he looked at it.

## FACES IN WATCHES

THE LATEST FAD AMONG THE SWELL NEW YORKERS.

"Try and bring out the soft expression of the eyes, and be sure to have the hair deep brown, as in life, won't you?"

A swell young grain broker stood in a John street, New York, jeweler's, talking with the head of the house, says the *New York Journal*. As he spoke he snapped the chain from



his heavy gold watch and placed the time piece on the counter.

"We will make a perfect likeness of the young lady; have no fear of that," said the jeweler. With another injunction to be exceedingly particular about the eyes, the produce exchange man left the store.

"Photographs in watches are becoming very popular," said the manager of the house. "The young gentleman whose order we have just taken wishes the portrait of his intended wife placed in his chronometer. The face of the young lady will be photographed directly on the inner case of the watch."

"What does it cost to put a man's best girl inside his watch?"

"About \$15. All our work is done by a French photographer up town, and once a pretty face is placed in a watch by his method it will remain as long as the watch lasts. And another thing," said the jeweler, with a sly wink, "once a fellow places the picture of his sweetheart, or, if he is married, his wife, in his watch, the chances are 99 to 1 that it will never find its way to a pawnbroker's."—*Jewelers' Catalogue*



# MONTREAL WATCH CASE COMPANY

Address : P. O. Box **1093.**      Factory : White's Lane, off 123 Vitre Street, **MONTREAL.**



## TO THE TRADE

In thanking you for the very liberal patronage extended to us so far, and asking for a continuance of your favors, we would call attention to some of our special styles.

**Princess or Filed Shell Cases,  
Howard Style Cases,  
Pateck Phillippe & Co. Cases.**

N. B.--We guarantee our production equal in quality, style and design to any case produced in the market, including American or Swiss.



## THE CLOCK'S SECRET.



**H**ARD work I found it to build up a doctor's practice in such an out of the way Southern town, but I held on and hoped for the best. Annie taught in the public school there, and said she was content to wait if it was ten years until we should be able to marry.

I was just beginning to despair, when I heard of my uncle's death in the North. He had left me nothing, however, but his old manor near the town where I lived, a mouldy old structure inhabited by an old colored caretaker, and for years the upper floors had never been lived in. I took Annie down one Saturday to look over the place, for after all it was something to own a house and be free of rent when we should marry.

"If I was you," said the old negress when we explained the reason of our visit, "I wouldn't go up them windin' stairs. The upper floors is full of ghosts and ghostesses. Why, my brudder went up one day, and he was found nigh dead the next mawn."

I only laughed at her superstitions, and started up the fatal stairs. When about half way up the most horrible sounds greeted us. It was, as the old woman had said, as though a host of demons were groaning and gnashing their teeth, and the sounds seemed to envelop us. They were horrible enough to make the stoutest heart quail, for they seemed to increase after they had once commenced. I turned to Annie as quickly as I could, and, seeing by her face that she was likely to faint, put my arm about her to support her as I seated her on a lower step, for the sounds ceased as we stepped back.

"Do you mind waiting for me downstairs?" I asked, "while I examine into this, or would you prefer to have me wait and come out another time?"

"No, I am going upstairs with you," she said, bravely. "I am ashamed of my want of courage just now." As she spoke she leaned back and rested one elbow on the step above her. Instantly the horrible sounds were heard again, but as Annie moved forward they suddenly ceased.

"You had better let me take you down," I said quickly, as I saw her face lose color again.

"No," she said, in a half subdued voice, "I felt something give way just then, Tom. See what it is."

It did not take me many minutes to remove the carpet, but in doing it I found that I could at will render the horrible sounds audible or inaudible. Annie became as much interested and excited as I, and when I raised the loose board that seemed to cause it all, she peered with as much interest as I into the cavity it revealed.

"I'm not afraid of anything now," she said when I hesitated to remove it. "I must see what it is, Tom."

What we did see was a conglomerate mass of machinery. There were wheels so put together that they grated frightfully when touched.

"What do you suppose this was for?" asked Annie.

"I do not know, unless my uncle used it as a sort of watch dog to keep from being molested while upstairs. He sur-

rounded himself with mystery to make himself and everything about him a terror to both black and white during the war."

We examined the machinery and its connection and found that each step above it was connected with some part of it, so that the sounds kept increasing as one proceeded up the stairs; but just as I was about to restore the plank to its place, she stopped me, and drawing out a slip of yellow paper, read:

"Behind the clock on the stairs." Above us, still and silent, stood the old clock on the landing. Slowly and with a feeling of awe, we went to it and moved it, wondering what new mystery was about to be explained; but apparently there was nothing unusual. We examined the clock itself and then the wall, having some visionary ideas of secret panels, but all was of no avail, and we were about to give up the search when the sun came out again, and shining through a broken shutter, showed a solitary speck that glittered like a diamond in the old-fashioned paper. Eagerly we worked at it until we could understand the mechanism, and then—yes, there was our secret panel, and there was my uncle's money box. Taking it into an adjoining room and examining it, we found papers and money amounting to \$5,000, which had been hidden during the war for safe keeping. As the money was all in gold, it would have been a godsend to someone had not my uncle, by his eccentricities and mysteries, kept everyone at bay. He did not live to enjoy it himself, and it was left for me.

Annie and I decided immediately to make our home there, and it is a very happy one, for the winding stairs send forth none but pleasant sounds now.—*Jewelers' Weekly*.

## THE BIRTH OF THE OPAL.

BY ELLA WHEELER WILCOX.

The Sunbeam loved the Moonbeam,  
And followed her low and high;  
But the Moonbeam fled and hid her head—  
She was so shy—so shy!

The Sunbeam wooed with passion—  
Ah! he was a lover bold—  
And his heart was afire with mad desire  
For the Moonbeam, pale and cold.

She fled like a dream before him—  
Her hair was of shining sheen;  
And oh that fate would annihilate  
The space that lay between!

Just as the day lay panting  
In the arms of the Twilight dim,  
Sunbeam caught the one he sought  
And drew her close to him.

But out of his warm arms, startled  
And hurried by Love's first shock,  
She sprang afraid, like a trembling maid,  
And hid in the niche of a rock.

And the Sunbeam followed and found her,  
And led her to Love's own feast;  
And they were wed on that rocky bed,  
And the dying Day was their priest.

And lo! the beautiful Opal  
That rare and wondrous gem,  
Where the moon and sun blend into one,  
Is the child that was born to them.

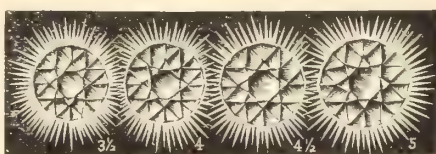
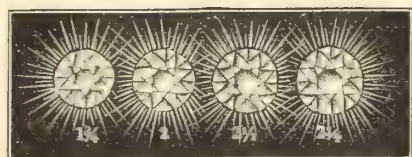


# MAX SAUNDERS,

DIRECT IMPORTER OF

## DIAMONDS - AND - PRECIOUS - STONES,

75 YONGE STREET, TORONTO.



An Assortment of Mounted Goods Always on Hand. Goods sent on Approval to Responsible Dealers.

# SIMONS BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

*Canes, Thimbles, Jewelry, Chains, Umbrella Mountings*

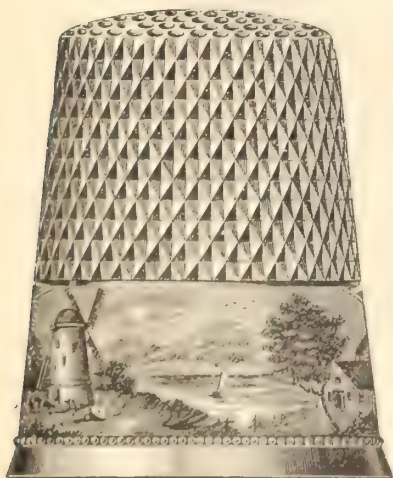
## WATCHES AND DIAMONDS

Established 1840.



611 & 613 Sansom St., 618 Chestnut St.,  
PHILADELPHIA, PA.

*Our Canes and Thimbles for sale by  
Leading Jobbers.*



N.Y. Office. 20 Maiden Lane.

Address all Orders to Factory,



No. 573. 7/8 in.



## PATENT RIGHT CRANKS.



HO was the worst crank you ever saw?" was asked of a lawyer who makes a specialty of the patent business.

"That's a pretty difficult question to answer, but one of the crankiest fellows with whom I have had to deal was the inventor of a revolving pulpit. The man had a box containing a small model of his invention. He believed that all of the churches in the world would buy his pulpits. He wanted me to ob-

tain a patent and assist him in organizing a company to manufacture and sell the invention. 'Millions in it,' he said, and when I told him that he was a fool and that if he didn't skedaddle I'd help him down-stairs, he was as mad as a hornet. His invention was indeed unique. The idea was to have the church circular in form, with the pulpit in the centre. The pews were to be arranged in rows surrounding the pulpit, the latter being slowly revolved by an electric motor. Thus the preacher, without exertion on his part, would be turned so as to face the different portions of his congregation successively. The last I heard of the inventor he was in an asylum for the insane.

Among the cranks who are the greatest annoyance to the lawyer are the individuals who think they have discovered the secret of perpetual motion. These persons have not quite perfected their inventions, but each is anxious to protect his machine by a patent and prevent others from stealing the fruit of his wonderful discovery.

"A man once gravely informed me," said the lawyer, "that he knew how to make a watch that would never run down. Now, such a timepiece would be a godsend to any person. No winding, no key, no running down, no trouble! I asked the inventor if he could show me a working model. He replied that he had no model handy but that he would explain his theory. I had the janitor bounce him from the office without waiting for the proposed explanation. Any person of sense knows that no machine can be constructed which will create power in itself. There must be some chemical or other natural force to supply motion. I have heard of a man who believed that gunpowder could be made a cheap and effectual agent for propelling machinery. His idea was to ignite the powder, a small quantity at a time, in a cylinder, the expansion of gas thus created working a piston. I presume an ocean steamer

could be propelled by means of a gunpowder engine, but it strikes me it would be a little awkward for the passengers in case the fire happened to get to the main magazine."

"I suppose very few women cranks trouble you," said the reporter.

"I wish your supposition was true," said the lawyer, "but I'm grieved to say that it is not. There are plenty of women who imagine that they can make their everlasting fortunes in the field of invention. As a rule, a woman crank is ten times more to be dreaded than a man crank. She cannot be bluffed. When one of her kind comes to my office I resign myself to cruel fate. There are women who have invented fly traps, cradle-rockers, carpet-sweepers, and goodness only knows what not. Some of their inventions have been successful. Mechanical and inventive talent is by no means confined to the male sex. The most that I have against a female crank is her proclivity to talk a man to death. Whenever one of them enters my door I mentally ejaculate, 'Heaven preserve me!'"

"What is your advice to people who have a hankering to distinguish themselves in the field of invention?"

"I would recommend that they make use of common-sense. Let them begin by making sure that the article which they intend to have patented is both novel and useful. There are thousands of patents which either never resulted in profit to the owner or involved actual financial loss. I know of a person who devoted twenty five years and a large fortune inherited from a deceased relative in constructing a steam man. His idea was to have his man made of iron, the body composing a boiler and furnace, and the legs being worked by a steam engine. Well, his machine was finally perfected to such an extent that it actually walked. The invention was patented, but the owner soon found that the public demand for steam men was very small indeed. I believe he did manage to sell a few of the machines, but they were of no practical use to the purchasers except as an amusing toy."—*Jewelers' Weekly*.

## THE CLOCK DECEIVED HIM.

A man walked west on Madison street at 10.30 a. m. the other day. He was clad in a faded ulster and carried in his right hand a satchel made principally of Brussels carpet. He was gazing in at show windows and appeared to have a great deal of time at his disposal until he happened to notice a clock overhanging the sidewalk. It was a "dummy clock" that always marks 11.15, but when he saw it he gathered up the skirts of his ulster and started west on a dead run. People who saw him coming lost no time in getting out of his way. He chased across Madison street bridge and tore south to the Union depot. "Where's my train?" he yelled to the gateman. "What train?" was asked. "Why, the 11.20 train for the West," he replied. The gateman looked disgusted. "It's now only 10.40," he said, "and you've got forty minutes yet." The countryman fell into a seat thoroughly exhausted. He wondered how the clock which had given him warning could mark 11.15, and he never realized that he had caught sight of a timepiece which was painted to represent 11.15 o'clock all the year around. —*Chicago Herald*.



*"You Cannot Check Manitoba."*

## NO GOODS AT RETAIL.

---

*Some of our would-be competitors have been dishonest enough to try and injure our business by stating to our Customers that we sell goods at Retail.*

*Now, we wish it distinctly understood that we protect our Customers, always have and always intend to do*

## ONLY A WHOLESALE TRADE,

*Belong to NO COMBINATION, and sell goods to suit OURSELVES and our CUSTOMERS.*

*We have now removed to our large and commodious new premises at 433 and 435 Main Street, where we shall be pleased to see you when in our city, and show you the finest Wholesale Jewelry Warerooms in Canada.*

*Yours truly,*

*Winnipeg, Man.*

W. F. DOLL.





# BOLT & CO. of FINE

WHITE'S LANE  
off Vitre Street,  
Montreal

## MANUFACTURERS ROLLED PLATE CHAINS

**B**

BOLT & CO.  
MANUFACTURERS

P. O. Box 189.

Montreal, June 1st 1890

Dear Sir, Time will tell is an old but true adage and time is telling the story that our "B" Chains are all we claim for them and as good an article as has ever been produced in the line.

Yours truly,

*Bolt & Co.*

(See back of page.)

We claim for our **B** chains

**PERFECTION,**

and will fully guarantee the Quality of every chain made by us

ENQUIRIES FOR SAMPLES AND PRICES ARE INVITED AND WILL BE PROMPTLY ATTENDED TO BY  
**BOLT & CO.**  
White's Lane  
P.O. BOX 189  
MONTREAL.

WE HAVE REGISTERED AT OTTAWA THE  
BETTER **B** FOR ROLLED PLATE CHAINS  
OF ALL GRADES MADE BY US, AS WELL AS THE TAGS

1890  
10K Plate

1890  
11K Plate

SOMETHING OF REAL INTEREST TO THE TRADE.

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Lack of space in our letter form prevents our making a few remarks in this month's issue of the "Trader," which we may as well do here, relative to the Rolled Plate Chains manufactured by us.

We have made several claims for them on the score of quality and finish which, by the retail trade that have handled them, have been fully endorsed. Amongst such retailers who have written us high testimonials as to the merits of our manufacture, we have the names of many practical men, in good standing, who have made careful tests and comparisons. Granted that we are offering an article which will compare most favorably with the best American made goods, We feel that we deserve the hearty support of the trade as we have established at great expense a new industry in Canada, and spared no pains to produce a bona fide first class article which can only reflect credit on the man who sells it to the public. If you really desire to encourage home manufacture, and at the same time study your own interest by buying as good a rolled plate chain as can be produced, ask the house you deal with for the "B" Rolled Plate Chain and don't be persuaded to buy any other.

Yours truly,

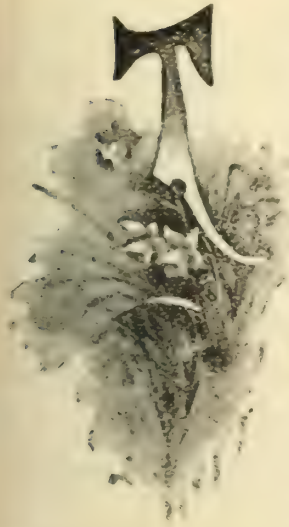
BOLT & COMPANY.

Montreal, 1st June, 1890



## AN INVINCIBLE GUARD.

HOW THE PRECIOUS JEWELS AND SILVER PLATE OF TIFFANY & CO. ARE SHIELDED AGAINST THEFT.



HERE has always been more or less curiosity exercised, says the *Morning Journal*, as to the manner in which Tiffany & Co., the well known jewelers, protected themselves from wholesale robbery and petty theft. Their whole success is summed up in one word—system. Throughout their vast establishment affairs are run in a groove, well oiled and of so perfect a nature that losses are well nigh impossible. A reporter visited the store yesterday and saw Mr. Hyde, who has charge of the watchmen employed in the building. On him rests the responsibility

of guarding many hundreds of thousands of dollars' worth of property.

"I must impress you with one thing," he said, "and that is that the employees of Tiffany & Co. are from the outset supposed to be men of integrity. We have men here who have been with the firm for over thirty-five years, and in a number of cases whole generations are employed in the house."

Mr. Hyde dwelt at length on the honesty of the firm's employees and their many years of service.

"We are as well protected both in and out as it is possible to be. Exteriorly our building is positively fire and burglar proof. Only in case of a mob of 1,000 or more persons could entrance be effected to the building."

"You have watchmen outside as well as in?"

"Yes; but it is on those within that we principally rely. The men outside are so placed as to watch suspicious characters who may be lurking about. Inside we employ eight or ten watchmen. These are assigned to different sections on different floors."

"How do you know that the men do their duty?"

"By a simple contrivance known as a time-clock. These clocks are placed throughout the building and must be wound at regular intervals during the night. In this way in the morning we are enabled to tell if each man has done his duty. Such means are, however, hardly necessary, as we place implicit trust in our watchmen."

Instead of mammoth safes weighing many tons, Tiffany & Co. place their diamonds at night in little iron compartments behind the counter. These are made of steel and solid masonry and are really as burglar proof as other larger and heavier safes. The usual hour for closing is 6 p. m., when the diamonds and other precious stones are placed in the small safes. The many other cases containing thousands on thousands of dollars' worth of silverware are simply locked. All the keys are then turned over to Mr. Hyde. Unlike many other large establishments carrying large and valuable stocks of goods, Tiffany & Co. place no offensive espionage over their

employees. Each clerk is not suspected of being a criminal. In speaking on this subject, Mr. Hyde said:

"While the fact will not cause offence to honest men, I must say that every known offender against the house has been prosecuted, and there are now men in State's prison who regret their desire to defraud us."

"Then you have convicted dishonest employees?"

"Yes. But such cases are so isolated as to be unworthy of notice. A few years ago we had a young man who stole goods to a small amount. It was at once discovered and punished."

"How do you protect yourself against shoplifters and others of a speculating turn of mind?"

"Here again the beauty of our system is seen. A jewelry clerk becomes so skilled in time that it becomes almost impossible to rob him. For instance, suppose you wish to buy a diamond ring. It is not necessary in such a case for you to look at diamond necklaces; so the clerk simply places one tray of rings before you. Let me say right here that there is never a vacant place in any of our diamond trays. As soon as a piece of jewelry is sold it is replaced by a duplicate. As each tray is filled and as the faculties of the salesmen are made acute by many years of experience, it is almost impossible to rob him."

As a further test of the employees of Tiffany & Co. an account of stock is taken each morning. This is done by the salesman who has charge of a department. It is possible under these circumstances to discover whether or not anything is missing half an hour after the store opens for business. Each article, be it ever so small, is entered and must be accounted for. If it is sold the books show that such is the case. If, on the contrary, it has been stolen—well, then there is an investigation and the store detective force is set to work. The three or four quiet, unostentatious gentlemen who stand idly about, sometimes with and sometimes without their hats and overcoats on, are detectives. These are lynx-eyed, and nothing escapes their notice. In addition to the regular staff, a number of other Hawkshaws are employed during the holidays. Everything considered, the firm of Tiffany & Co., acknowledged to be the largest jewelry house in America, surrounds itself with remarkable safeguards. These, considering the amount of capital invested and the immense stock carried, are necessary.

## THE NECKLACE OF A BREWER'S WIFE.

The brewers of England have plenty of money, says the *New York Truth*. They have put two score millions into the brewing business in this country and don't seem to miss it. The Guinness people have been wealthy for two or three generations, and when they turned their brewery into a stock company they became richer still.

The wife of one of this great brewing family has just given an order for a new necklace that, even with unlimited credit and the greatest industry, cannot be finished for several years, because, in the first place, the best old mine stones are very scarce, and secondly because she has stipulated that every diamond in the necklace must be a perfect match. It is to be a very elaborate pattern and will cost \$250,000.





# WHAT'S UP NOW ?






WELL, this Jeweler is cross because he ordered 6 Gold-Filled Cases of the A. W. C. Co.'s make from the Jobber with whom he usually deals, and on opening the express package he finds that the order has been filled with inferior goods, on which the Jobber has probably made a larger margin of profit, and which the sender says are "**just as good**" as those made by the AMERICAN WATCH CASE CO.

Now this Jeweler, besides being a conscientious man, knows that as a mere matter of business it does not pay him to sell any goods he cannot personally recommend as being just what he represents them.

He has found by experience that it is to his own interest to buy goods made by reputable houses only, whose trade mark is to him as good as the English Hall Mark, and then he can sell them to his customers with a certainty that they will do him no discredit. He finds that nothing does a retail Jeweler so much harm as to sell a customer a poor article and then have it brought back to him with a complaint that it has not turned out as represented. Even although he is willing to make the defect good, the impression remains in the mind of the customer that he has either tried to impose upon him, or else he does not know much about his business.

With these facts fresh in his mind, the Jeweler in the illustration hops up to the telephone and is holding a short, but emphatic, conversation with the Jobber, in which he requests him to send along at once the **6 Filled Cases of the A. W. C. Co.'s make, and no others**, for he knows that every Case the AMERICAN WATCH CASE COMPANY turns out is made upon honor, and from an experience of five years he is safe in recommending them to his best customers. The "just as good" Cases he is sending back, and proposes to make the Jobber pay the express charges both ways.

## THE MORAL OF THE ABOVE IS

Whenever you purchase any Cases, whether of Gold, Silver, or Gold-Filled, **examine them carefully and make sure of the maker.** Every Gold and Silver Case made by the American Watch Case Company, of Toronto, bears their trade mark of the Maltese Cross, thus :  Every one of their Gold-Filled Cases is stamped with a Winged Wheel, thus :  None others are genuine, and the Company will not guarantee any Cases which do not  bear one of the above trade marks.

# THE AMERICAN WATCH CASE CO.

67 ADELAIDE STREET WEST, TORONTO.



## THE MARVEL OF THE COBRA STONE EXPLAINED.



THE cobras are perhaps the only serpents which will eat insects. They feed on ants, grasshoppers, a variety of beetles, etc., but seem to have a special preference for fire-flies, perhaps because the latter can be caught at night much more easily than any other kind of insect. I have often for hours watched cobras in the grass catching the fire-flies, darting about here and there, a process which requires considerable exertion on the part of the serpent. Now, every entomologist knows that the flying lampyridæ consist entirely of males. The females, which are not

very numerous, are much larger and cannot fly, as they have only rudimentary wings. They sit quietly in the grass, emitting a greenish light, which is much stronger than that of the males, and fades and becomes brilliant at regular intervals. If a glow-worm be watched for a time, a steady current of male insects will be observed flying toward it, and alighting in close proximity.

Now it so happens that the naja-kallu, this little pebble of chlorophane or fluorspar, emits in the dark a greenish light which is so much like that of the female lampyris that it is an easy matter to deceive the male fire-fly with it, by setting it up as a decoy. The cobras have gradually come to take advantage of an experience made by them, accidentally, I dare say, a thousand years ago. It may frequently happen, for instance, that a cobra finds one of these shining stones in the gravel of the dry river beds (where they are by no means uncommon), being attracted to it by its glow at night, and taking it for a glow-worm. It would then, at any rate, notice that the fire-flies could be caught more easily and quickly in the neighborhood of that shining object than anywhere else, and would habitually return to it. Several cobras might thus come together, and there would be competition, and from this moment to the finding out that success in capturing fire-flies depends on the possession of this phosphorescent pebble, and to the seizing of it in order to prevent another snake from monopolizing it, is, in my opinion, no great step, and involves no exceptional powers of reasoning. The cobra carries it about, and soon learns to treasure it, for it affords it an easy means of getting its living. All it has to do is to deposit the stone in the grass at night, and the obliging insects literally fly down its throat.

There are even reasons for believing that no individual experience is necessary to cause any cobra to act in this manner, but that even a young cobra, on finding such a stone, will instinctively take it up, and use it in the manner I have described. For it must be borne in mind that there is an inherited race memory among the lower animals which is often far stronger than the memory gathered during the short lifetime of the individual. What causes a blind kitten to spit and put up its back if a dog is brought near it? It never saw a dog, never saw anything, yet it knows there is some danger ahead. Thus the accumulated experience of the cobra's

ancestors during countless generations now causes it to act in a manner which we refer to instinct.

Such are the remarkable facts connected with the naja-kallu, the cobra's shining stone. Who can tell whether the old traditions of snakes carrying precious stones, of which we still find traces in our fairy tales, may not have their source in some such fact as this?—From "The Naja-Kallu, or Cobra Stone," by Professor H. Hensoldt, Ph. D., in *Harper's Magazine* for March.

## ORIGIN OF THE DIAMOND.

The origin of the diamond, says the *Inventor*, has been a fruitful topic for speculation among scientists, hence many contradictory theories have been advanced and argued with some show of reason, but after all that has been said and written upon the subject we are still left greatly in the dark. Theories answer a good purpose, since they often lead the way to truth; but this is not all. They illustrate the ingenuity of the human mind in seeking to account for the methods nature takes for the accomplishment of her secret operations.

Some of the theories about the origin of the diamond are very ingenious and interesting, though the amount of truth they embody remains to be proved. It has been suggested that the vapors of carbon during the coal period may have been condensed and crystalized into the diamond, and, again, that the itacolumite, generally regarded as the matrix, was saturated with petroleum, which, collecting in nodules, formed the gem by gradual crystallization.

Newton believed it to have been a coagulated substance, of vegetable origin, and was sustained in the theory by many eminent philosophers, including Sir David Brewster, who believed the diamond was once a mass of gum, derived from certain species of wood, and that it subsequently assumed a crystalline form. Dana and others advance the opinion that it may have been produced by the slow decomposition of vegetable material and even from animal matter. Burton says it is younger than gold and suggests the possibility that it may still be in process of formation, with capacity of growth. Specimens of the diamond have been found to inclose particles of gold, an evidence, he thinks, that its formation was more recent than that of the precious metal.

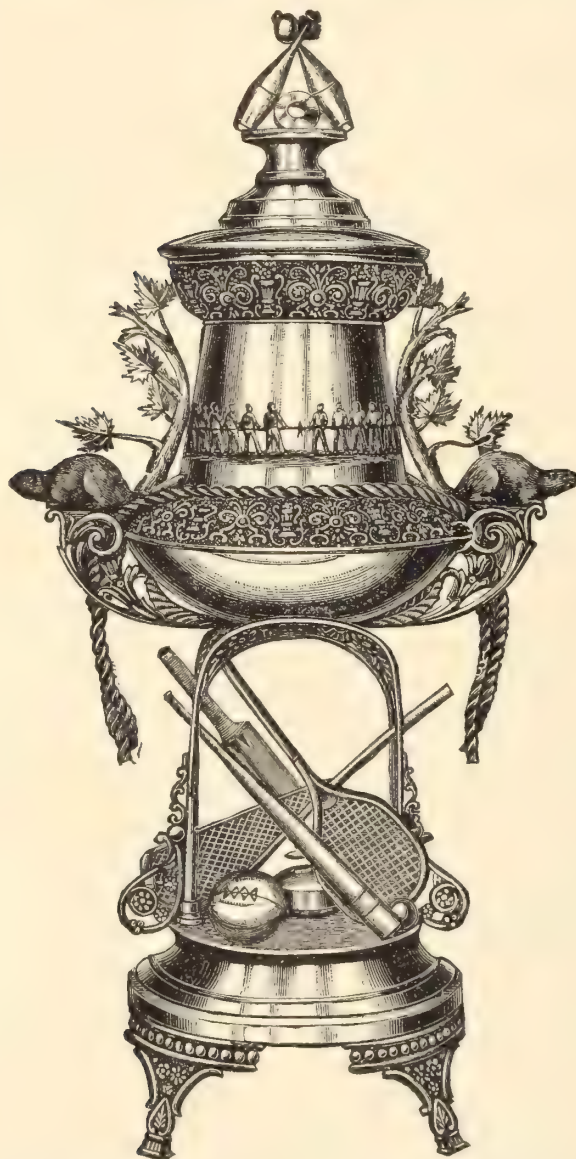
The theory that the diamond was formed immediately from carbon by the action of heat is opposed by another, maintaining that it could not have been produced in this way, otherwise it would have been consumed. But the advocates of this view were not quite on their guard against a surprise, for some quick-witted opponent has found by experiments that the diamond will sustain great heat without combustion.

KELLAR, the magician, saw a trick at Calcutta, which, he confesses, baffled him. He was in a long, vacant room with four friends and they were allowed to examine it thoroughly. There were four fakirs present. The party took seats on a bench midway of the room, the fakirs lighted a censer, from which exuded a sickly, sweetish smoke, filling the entire room. The fakirs then began a wild whirling dance, all the while chanting and beating tom-toms, when suddenly the dancers appeared to increase in number until a full dozen were dancing and whirling about. These then decreased until but one dancer remained, an old man with flowing beard. What became of the other dancers Kellar could not tell, though he tried by another search of the room to discover the secret.



# THE TORONTO SILVER PLATE CO.

## PRIZE CUPS.



No. 1193—CHASED GOLD LINED. \$75.00 LIST.

DESIGNS AND ESTIMATES FURNISHED ON APPLICATION.

E. G. GOODERHAM,  
*Manager.*

J. C. COPP,  
*Sec.-Treas.*

# TORONTO, CANADA.



## ADVICE TO YOUNG JEWELERS.



**I**N a recent issue of the *Elgin Evening Saturday*, P. S. Bartlett, the well-known patriarch of the watch business, indulges in a few playful suggestions to beginners, which are worthy of reproduction.

The construction of a watch, he says, depends entirely on how it is made; the wheels have nothing to do with the case. A small watch will keep as much time as a large one, and sometimes more. The reliability of the watch as a timekeeper

depends upon how big a liar the owner is, there is no exception to this rule.

In order to be a good watchmaker it is not necessary to know anything about a watch; you must know how to shake a watch, look wise and hold an eye glass. If you cannot look wise try some other business. The proper thing for you to do when you do not know what ails a watch is to say the mainspring is broken; this will give the party confidence in you and show him you understand the business. All first class watchmakers keep a broken mainspring on their bench to show customers when they come in what ails their watch. Some watchmakers will say the watch is dirty, but as this is a reflection upon the owner it does not take so well.

The regular price for repairing a watch is \$3, makes no difference what you do to it; some will take out three or four wheels and then charge the owner \$3 for what there is left. This is not right, as it lowers the high moral tone of the business and will eventually lead to deception.

Some people have great ideas what a watchmaker can do. A young lady once brought us a very large, old-fashioned, bull's eye watch and wanted us to make two small ones out of it, one for her and one for her sister. We told her we could not do it and she left us with a poor opinion of our skill and ability; thus is love's labor lost and truth crushed to the earth. But do not be afraid of telling the truth, you may get caught at it some day and then you can wear diamonds.

If any customers complain of your prices tell them that the skill and dexterity required in the manipulation of the fine and intricate parts of so costly and beautiful a watch is hardly commensurate with the importance of the object required and that if they ever wish to sell the watch you will give them \$2 for the first chance to buy it.

You can always guarantee a watch to run within one second a year, but state that it will take time to get it regulated down to it; the man will die or the watch will meet with some accident before you get it done, so you are safe in saying so.

Never have a watch done the first time the owner comes for it, as that will give away the business, and he will think you have not done it well, or that you have not much work, or it was an easy job.

The most difficult thing to do to an old watch is to get the hayseed out of it and not lose any. It is important that you should be "the only reliable dealer in town" and "the best workman on both sides of New York;" this you can do in the daily and weekly papers; also that you should come from the

watch factory; Cloudman can get you through in twenty minutes if you can keep up with him.

Watch oil comes in pint and quart bottles, pints are 25 cents, quarts are 43 cents. It is made from the seeds of the sunflower at Los Angeles, Cal.

For tools you will need a grindstone, a monkey wrench, a hatchet and a lead pencil. With these few hints and two quart bottles of watch oil and \$5,000 in cash, an energetic young man can start in business.

## A FINE ESTABLISHMENT.

W. F. Doll, wholesale jeweler, has evidently prospered since he located in Winnipeg a few years ago. A few months ago he purchased one of the stores in the Bird block, Main street, and he has since had this fitted up and now occupies it for his jewelry business. The location is 433-35 Main street, at a fine, central position a little north of the post office. The building has been fitted up in good shape, and Mr. Doll now claims that he has the finest wholesale jewelry warehouse in Canada. This is a strong claim, but he is quite emphatic on this point. The building is three stories high, with basement, thus affording four floors, and all this space is taken up by the requirements of the business. The size of each floor is 80 feet deep by 24 feet wide inside the walls, and the main floor has a 16 feet ceiling, making it light and airy. The main floor is fitted up with show cases, etc., and is used for the showroom with the offices in the rear. Packing and shipping is done from the basement, which is also used for storing heavy packages. The second and third floors are used for the manufacturing departments, etc. All classes of general jewelers' work is manufactured, in solid gold and silver goods, also repairing.

The stock carried is of a varied nature. It is not confined to a few lines as is usually the case, but embraces everything relating to the jewelers' trade. Watches, diamonds, solid, plate and gilt jewelry, clocks, silver and electroplated ware, optical goods, watchmakers' and jewelers' tools and supplies, plush goods for jewelers, are the principal departments. To carry such a variety of lines requires close attention and wide experience in buying.

The building is heated throughout from a furnace in the basement and fitted for both gas and electric lighting. It contains a fine vault built up from the basement and with entrances on the different floors—a very necessary feature in a jewelry establishment.—*Winnipeg Commercial*.

## THE ASTORS' SEVRES WARE.

There is a great deal of Sevres ware owned in New York, though little is now sold. One of the finest Sevres dinner sets in the country belongs to the Astor family. It contains 200 pieces and was bought by John Jacob Astor many years ago. It cost \$5,000, but connoisseurs say it would sell for \$25,000 at the present time. The decoration is simple but very effective. It has a border of the rare turquoise blue shade, edged with gold. Mrs. Hicks Lord has some very valuable Sevres, and so seldom as he entertains, has Jay Gould.—*New York Letter*.



# HOW IS YOUR STOCK OF WATCH MATERIALS & TOOLS?

---

**W**E are making special efforts to supply the trade with the **BEST GOODS** at the **LOWEST PRICES**.

## YOUR REPUTATION

not only for work alone, but of being a reliable Jeweler, also for the class of goods carried in stock, rests upon the fact of your doing **GOOD WORK**, in which

## GOOD MATERIAL MUST BE USED

The difference in price is a mere nothing when the satisfaction of user and consumer is considered.

We have all the New Goods and New DODGES in the trade that are practical.

## WE ARE BOUND TO LEAD.

Every Department is managed by a thoroughly practical person.

**P. W. ELLIS & CO., - TORONTO.**



suggestion made to Mr. Childers, when he attempted to deal with the matter—viz., to allow the drawback only on goods manufactured within twelve or eighteen months from the date of the repeal of the duty. As the largest manufacturers and holders of plate, the Company contend that this is fair and equitable, and that houses which have an accumulation of old stock are not entitled to a drawback on it.

## CULLINGS FROM OUR U. S. EXCHANGES.

The authorized indebtedness of the Keystone Watch Club Co., a short time ago, was \$300,000; stock of the Keystone Standard Watch Co., \$500,000; mortgage of the Keystone Standard Watch Co., \$252,000. It is said that \$500,000 is held by parties who may never realize one cent from their holdings.—*Mfg. Jeweler*.

The new factory of the Crescent Watch Case Co., at Roseville, near Newark, will be 210 feet long and three stories high. There will be two wings, each 158 feet deep. The buildings will be ready for occupancy in the fall.—*Mfg. Jeweler*.

A few days ago a woman went into Pawnbroker Hussy's store at Springfield, Ohio, and asked for some money on a uniquely constructed star and crescent pin. Mr. Hussy supposing the many stones with which the jewel was studded nothing more than brilliants, gave her \$2.50 for it. It was afterwards discovered that the woman had been given the pin by a titled family in England, with whom she used to work, and was worth more than \$300. A very good bargain for the pawnbroker.—*Review*.

Arthur B. Hotchkiss, formerly of New Haven, who patented the Cheshire watch and took an active part in organizing the Cheshire Watch Co., and who has received \$22,000 in cash for his improvements in clock manufacture, is creating quite a stir by his latest invention, which is a bicycle railroad. One of these roads is now to be built to run in New Jersey from Mt. Holly to Smithville.—*Review*.

The United States Watch Company has withdrawn its membership from the Watch Manufacturers' Association.—*Catalogue*.

Negotiations have just been completed between Simpson, Hall, Miller & Co. and Charles Casper, by which the latter is to act as the New York agent of the house. The business is to continue under the name of Simpson, Hall, Miller & Co., but Mr. Casper is to have entire control in the capacity above stated. Mr. Casper was formerly for many years president of the Meriden Silver Plate Company. Pending alterations in the store recently burned, the Company is located at 80 University Place, adjoining their former quarters.—*Catalogue*.

The obsequies of Nelson P. Stratton, the founder of the American Waltham Watch Company, were held in the South Church, Springfield, Mass., last Wednesday, the 30th April. In addition to his services to the trade, Mr. Stratton was a natural inventor. Among his inventions were a safety barrel, which prevents injury by the breaking of a main-spring, and numerous tools employed in watchmaking. He was also the patentee of the gummed labels now made by the Dennison Manufacturing Company, of New York. He was the first American watchmaker to gild watch movements.

Tiffany & Co. are at work upon a silver "loving cup," the gift of the Latin American delegates to the Pan American Conference to Secretary Blaine. The gift is made in token

of the personal esteem of the delegates for Mr. Blaine and in recognition of his services as President of the Conference. The cup is to be presented in Washington about May 17. It is about twelve inches high and two and one-half inches in diameter. From the edge of the cup, equidistant from each other and curving outward and down to points four inches from the bottom, are three chased handles, one inscribed "North America," another "Central America," and the third "South America." On the sides of the cup the names of Secretary Blaine and all the delegates from the Latin-American countries are engraved. The base of the cup is covered with designs taken from the flora of the southern countries.—*Review*.

Bids were opened last month for the erection of the new wing to the Hampden factory at Canton, Ohio.—*Circular*.

The directors of the Elgin Watch Co. met in May and decided upon the matter of building a number of brick flats and a new factory wing.—*Circular*.

The banks of Aurora have begun suit in the Circuit Court against the Aurora Watch Company, asking the court to order the sale of the watch movements held by them as collateral security for the liquidation of their claims.—*Circular*.

The annual meeting of the American Watch Company stockholders took place recently, and resulted in the re-election of President E. C. Fitch, Treasurer R. E. Robbins, and the old board of directors. The annual reports of the officers of the corporation were pleasing to those present.—*Circular*.

There are now between 2,900 and 3,000 names on the local pay roll of the Elgin National Watch Co. The Company are determined to turn out 2,500 movements per day as soon as possible and have instructed all the foremen to find room for as many new hands as they can work to advantage.—*Circular*.

S. T. J. Byam, ex-superintendent of the Trenton Watch factory, sailed for England, April 2, to enter upon his duties at the new Lancashire watch factory, Prescott.—*Circular*.

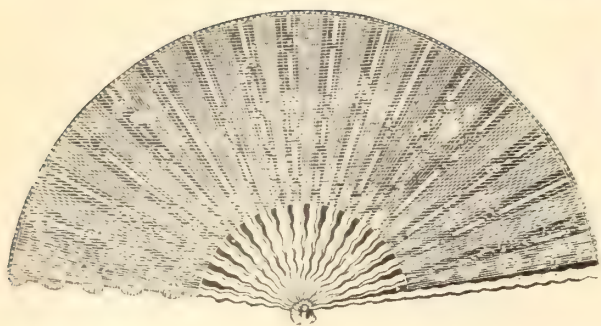
## ANOTHER ATTRACTION FROM LONDON.

Mr. A. Mongeau, of Montreal, a jeweler of considerable practical ability and excellent taste, who has gained for himself the respect and liking of his confreres, and is working up a large and steadily increasing business, has just taken possession of a very fine store on St. Lawrence Main Street, situated in the new part, that has recently been built. This, we are informed, he intends fitting up in the latest style, the interior of window and fittings being made by F. Sage & Co., London, Eng. From the dimensions and general appearance of the store now, we should imagine that when complete—which it will be in the course of three weeks—there will be few shops more attractive in Montreal.

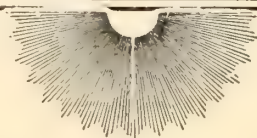
Mr. Mongeau seems to fully realize that half the retail jeweler's battle is fought when his goods are displayed to the best advantage, and kept in such condition that they always look fresh and new. We can only wish him the success that such enterprise, already proved in the past by others, is sure to meet with.

In answer to an enquiry of ours, made in the interests of the jewelry trade, Messrs. Louis Davis & Co., of Montreal, agents for the Dominion of Messrs. Sage & Co., of London, tell us that they have several orders and lots of letter enquiries for the style of fixtures above alluded to, which we are glad to learn as an indicator of the fact that the jewelry trade is as progressive, if not more so, than any other business in Canada.





# FANS.



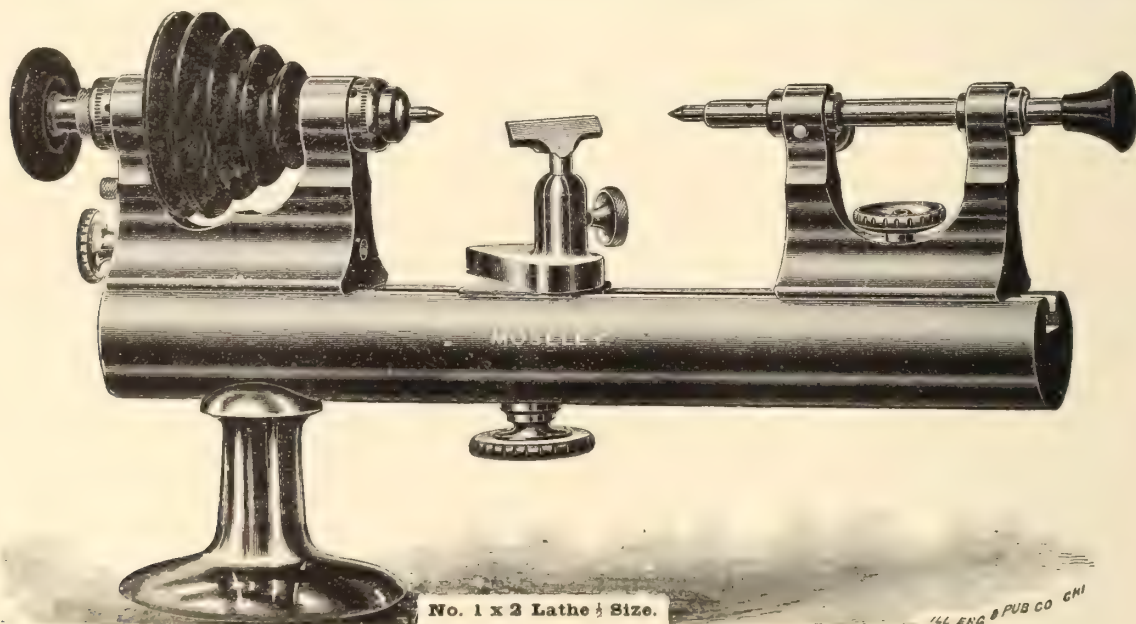
Another large shipment just arrived. Nearly every number of our enormous line in stock. Write for samples at once, stating about the price you wish to pay and whether you wish for Satin, Gauze, Feather, Decorated, &c., and what colors you prefer. What you do not wish to keep, you may return at our expense.

## THE HEMMING BROS. CO. LTD.

76 YORK STREET, TORONTO.

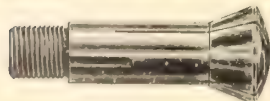
QUALITY IS THE STANDARD OF VALUE.

WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 Lathe, Size.

ALL ENG & PUB CO CHI



No. 1 X 2 WIRE CHUCK.

All our Chucks are stamped "Moseley" on the face and warranted.

Patented in Canada and U.S.A.

**Note.**—The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

**ALBERT KLEISER,**  
NO. 14 KING STREET EAST,

### MARTIN'S GENEVA MAINSPRINGS.

This is the finest Spring ever offered to the Trade in Canada. Send for sample doz. and be convinced.

Per Doz.

Martin's Springs for Waltham and Elgin Watches, 18 Size, - \$1 25  
" " for Swiss Watches, all sizes, - - - - - 1 00

For Sale only by A. KLEISER, Wholesale Dealer in Watch Materials of all kinds.

Sole Agent for the Dominion for the Moseley Lathe, -  
- - Wholesale Dealer in Watch Materials of all Kinds,  
- - TORONTO, ONT.



# EDITORIAL NOTES

## SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for publication in these notes any items of news pertaining to the jewelry business that they think would be of interest to the Trade generally.

**WE CRAVE YOUR INDULGENCE.**—The Editor of THE TRADER asks the kind indulgence of the trade for the short-comings of the present issue, as owing to the serious illness of three of his family, and the death of his youngest daughter, he has found it impossible to devote the necessary time to its preparation.

**J. B. STRATHERN**, jeweler, of Penetanguishene, was in the city last month and gave THE TRADER a call.

**ASSIGNED.**—Messrs. William Murray & Co., jewelers, etc., Montreal, have assigned in trust.

**MR. GEORGE E. HOLT**, accountant and confidential clerk for Harry Benham, has been promoted to the road, and will hereafter call regularly on the customers of the firm.

**LOUIS DAVIS** of Louis Davis & Co., Montreal, is again in Europe in the interests of his firm and expects to bring out with him some very choice specimens of European jewelry.

On Saturday night, May 17th, W. Watson's jewelry store, Stayner, was entered by burglars and about \$300 worth of rings, chains, etc., taken. So far there is no clue to the burglars.

**STOCK SOLD.**—Suckling & Cassidy sold, on the 20th May, the stock of J. Douglas & Co., jewelers, St. Catharines, invoiced at \$5,642, to W. B. Gould, of Port Hope, for twenty cents on the dollar.

**HARRY BENHAM** last month re organized his premises by putting up a handsome little private office, where he asks his friends and customers to sit with him and smoke the latest brand of imported Havanas at his expense.

**IN THE CITY.**—Mr. Archie McDougall, the live watchmaker who supervises the repair work of J. R. Dingwall, of Winnipeg, Man., was in the city last month and appeared to be having a good time generally.

**MR. A. M. BROCK** has opened out in Kingston as a wholesale dealer in watchmakers and jewelers' material, and other sundries of a kindred nature. He proposes to keep a first-class assortment of material of all kinds, and will no doubt receive a fair share of the trade's patronage.

**A SNAP.**—The snap advertised by Edmund Scheuer on another page of this issue is one that will repay the inspection of the trade. Read his advertisement, try the snap, and then, if it is not just as Mr. Scheuer represents, you can take some of the snap out of him by telling him so.

**JAMES CARR** an employee of Messrs. J. & J. Taylor, the well-known safe manufacturers, of Toronto, was accidentally killed last month while unloading a long and heavy pole from a waggon in front of the new building being erected for that firm. The Coroner's jury returned a verdict of accidental death.

**IRREPRESSIBLE.**—An Ottawa despatch says that the tea fakirs who were run out of Toronto and a score of other cities have started business in that city. If the Ottawa jewelers are as wide awake as they should be, they will very quickly have these gentlemen up before the police magistrate.

**T. WHITE & SON**, the well-known lapidists of this city, have just put in special machinery for the purpose of cutting rubies and other precious stones, diamonds excepted. So far as we know this is a new departure in lapidary work in this province, and the firm should find their enterprise handsomely rewarded by the liberal patronage of the trade.

**A STRONG TEAM.**—Mr. Edward Beeton, the well-known watch specialist, finding that his repair business was fast out-growing his best efforts has taken into partnership Mr. Henry Flaytner, one of the most skillful journeymen watchmakers in this city. The new firm will carry on business at Mr. Beeton's old stand on Leader Lane, and we have no doubt that they will make a big success of it.

**HOW HE WAS KILLED.**—Particulars of the death of Mr. W. L. Cusack, the well-known commercial traveller, at New Westminster, B. C., show that the accident occurred while he was trying to board a moving train. He was ground to pieces. If any lesson were needed as to the folly of attempting to get on or off a moving train, the above would supply it.

**NEW PRICE LIST.**—The Canadian Association of Jobbers in American watches have just issued a revised price list of watch movements only, which will be sent to every jeweler in Canada in a sealed envelope. If any jeweler not receiving a copy will write to Mr. E. A. Wills, secretary of the Association, he will receive one without any unnecessary delay.

**MR. E. G. GOODERHAM**, Manager, and **MR. J. C. COPP**, Secretary-Treasurer, of The Toronto Silver Plate Co., have just returned from an extended tour through the Eastern States, taken in the interests of the company they represent. They got hold of several new wrinkles in manufacturing, which they propose to introduce into their own factory very shortly. Trade in the United States they report as being very quiet.

**A CANADIAN HONORED.**—On his spring visit to Birmingham, England, Mr. Louis Davis of Montreal, had the honor of being an invited guest at the annual banquet of the Birmingham Jewelers' Association. The gathering was a large one, over five hundred being present. The Right Hon. Joseph Chamberlain was also an invited guest and made one of the most eloquent speeches of the evening. When are our Toronto jewelers of all kinds going to come together in a similar way?

**THE ESTATE** of Thayer & Co. was last month sold to Mrs. Thayer by the assignee, the stock bringing sixty cents on the dollar, and the fixtures and book debts thirty cents on the dollar. The assignee is busy settling up the preferred claims, and expects to declare a dividend to the ordinary creditors and close up the estate early in June. From present appearances it is not probable that the dividend will exceed five cents on the dollar of the ordinary claims.

**WHAT IS THE MATTER** with the great Canadian hen? A return brought down last month shows the total number of eggs imported into Canada from January 1 to April 16 to be 240,487 dozen, valued at \$32,967, and the export to be 260,081 dozen, valued at \$32,382. If these figures are correct, and the import of Yankee eggs is going to continue, our Canadian hen will find her occupation seriously endangered.

**ANOTHER JEWELRY AUCTIONEER GONE.**—The stock of Isaac Ambrust, auctioneer of trashy watches, fake jewelry, and paste diamonds, at 146½ Yonge street, has been seized and sold out by bailiff. Evidently this sort of business hasn't paid, and there are two or three more such places in the city that can't last much longer. Times are too hard for people to have any money to waste on auction-shop jewelry. If the public only had common sense, these jewelry auctioneers would all share a similar fate.

HE KNEW IT ALL.

Beneath a fair exterior

A rascal often lurks;

It is true of men and watches;

You may tell them by their works.

—Pittsburg Bulletin

The Pittsburg man must have had some of those snide filled cases that are now being sent into Canada at cut-throat prices in his mind's eye when he penned the above. It is a shame to put an honest American movement into such a disreputable case.

**A PECULIAR ACTION** is that of Mrs. Alex. Gallagher v. Thayer, in which the plaintiff claims \$200 damages against the Thayer estate. The action arises out of a promise by Thayer & Co. to sell Mrs. Gallagher goods if she gave them a mortgage on certain real estate. After the mortgage had been executed Thayer & Co. were informed that the property was not as good security as represented, and therefore refused to deliver the goods. The case is of interest to both the wholesale and retail trade, and the result will be eagerly looked for by them.

**SUPREMACY.**—The Queen's Own Rifle Regiment, one of



For Time, Appearance and General Satisfaction,

THE

# WATERBURY WATCH

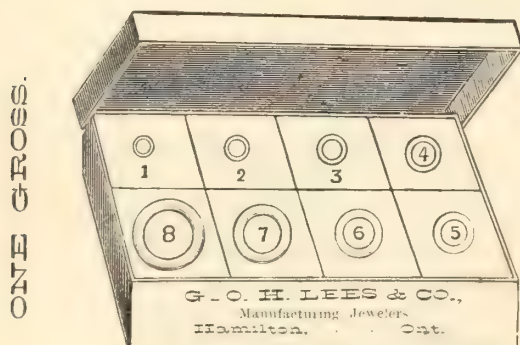
Is **UNEQUALED** by any other low-priced Watch  
IN THE WORLD.

**T**HERE is a larger percentage of profit in the sale of WATERBURY WATCHES than ANY Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

*NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.*

**THE WATERBURY WATCH CO.,**

**81 KING STREET EAST, - - - TORONTO, ONT.**



Rolled Plate and Silver Jump Rings, conveniently done up in boxes holding one gross in eight assorted sizes, as per illustration.

|         |   |   |   |   |                   |
|---------|---|---|---|---|-------------------|
| R. P.,  | - | - | - | - | \$1.25 per Gross. |
| Silver, | - | - | - | - | \$1.50 per Gross. |

This is less than Half Price ever sold before. Sent by mail on receipt of price. Try a box of each.

Our other Specialty is selling better than ever. We have also added New and Pretty Patterns. Just look:

1 doz. Solid Silver Bangle Bracelets, 12 different Patterns for \$2.10; 2 doz. for \$4.10; 3 doz. for \$6.00.

Sent by mail on receipt of price.

**G. H. LEES & CO.,**

Manufacturing Jewelers, Watchmakers and Engravers,

**HAMILTON, - - - - - ONT.**

**T. WHITE & SON,  
MANUFACTURING JEWELERS,**

LAPIDARIES & DIAMOND SETTERS,

**RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.**

Canadian and Foreign Stones, Rubies, Sapphires, etc., Polished and Mounted for the Trade.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

**C. W. COLEMAN,**

**10 KING ST. WEST, (up Stairs,) - - - TORONTO.**

**WATCHMAKER TO THE TRADE.**

Importer and Dealer in **GRANDFATHER CLOCKS,**

**QUARTER TING-TANG AND CHIMES.**

ESTIMATES FURNISHED FOR TOWER CLOCKS.

**W. COATES & BRO.,**

**JOBBER IN**

**JEWELRY AND WATCHES,**

**BROCKVILLE, ONT.**



the best watchmakers in Toronto, but one of the best military rifle shots in the Dominion of Canada. We noticed an excellent life-size picture of this gallant military jeweler on exhibition on Yonge Street last month, which shows the various medals and trophies won by him in the rifle matches he has competed in both here and in Great Britain. If William ever gets hard up he should be able to exist comfortably for a few years on the proceeds of his large and valuable stock of trophies.

**INTEREST IN THE BIG BERTHA** confidence case, which was exposed in *THE TRADER* some months ago, has been revived by the action of Mrs. Rich v. Jacob Singer to recover the value of nearly \$12,000 in bonds, commenced last week at Osgoode Hall, in this city. "Big Bertha" alias Bertha Heiman, the queen of confidence women, stole the bonds in 1888 and sold them to Singer and fled to the States. From Mr. Singer's testimony it was shown that he paid over half the amount of the purchase price in diamonds and jewelry.

**LOOK OUT FOR HIM.**—Charles Wilson, alias Robinson, a well known burglar and pickpocket, who was last month released from the Central prison, where he had just completed a four months' term for larceny, was arrested by Detectives Burrows and Alf. Cuddy on a charge of vagrancy. The prisoner pleaded hard with Inspector Stark to let him off, and as he promised to leave the country was permitted to purchase a ticket for Detroit and leave for that city at once. Our American cousins had better keep a sharp lookout for him.

**WE REGRET TO LEARN** that Mr. Robert Cuthbert, the well-known retail jeweler, of King Street, Toronto, lost his eldest daughter last month while on a visit to her aunt at Detroit, Mich., U. S. Although everything was done that medical skill could suggest, she gradually sank, and her father was telegraphed for to be with her during her last hours. Sad to say he reached her only half an hour after she had breathed her last. Mr. Cuthbert has the sympathy of the trade and a host of friends all over the province, in his sad bereavement.

**A BIG ADDITION.**—Owing to the great demand for their products, Messrs. J. & J. Taylor, safe manufacturers of this city, have been compelled to build a big addition to their already large factory, at a cost of over \$10,000. They expect to have the building completed and ready for occupation early in July, and will then be in a position to fill all orders for safes a great deal more promptly than it has been possible to do hitherto. The new factory will be fitted up with special machinery for the manufacture of vaults and other extra large and heavy work.

**MESSRS. P. W. ELLIS & Co.** are now in the midst of the extensive alterations to their warehouse that we mentioned in our last issue, and which, when completed will give them one of the finest warehouses and jewelry salesrooms on this continent. During a visit to their premises last week, we noticed that the firm were shipping an unusually large number of cases addressed to all parts of the Dominion. On enquiry we found them to contain clocks, a feature of the firm's business that they have been lately pushing and which has developed so rapidly as to surprise them.

**A LUCKY JEWELER.**—One of the most fortunate jewelers that we have heard of for many years is Mr. P. E. Poulin of the city of Quebec, who was lately left the sum of \$400 by Mrs. Clarke, a wealthy lady recently deceased, whose clocks Mr. Poulin had wound up every week and kept in good order for twenty-five years. This plan of having some jeweler attend regularly to the winding of all the clocks in a house, although uncommon in Canada, is an every-day occurrence in Great Britain, and if such rewards as the above are to be the outcome of its introduction here, our jewelers should strive to make it more common. The case is so singular as to make it of interest to the trade as well as to Mr. Poulin.

**AN HOROLOGICAL SCHOOL.**—As will be seen from Mr. Beeton's letter in another column of this issue, that gentleman has, in response to the solicitations of his many friends in the trade, decided upon opening up an horological school in this city. Mr. Beeton is particularly well adapted to organize and conduct such an institution, and we venture to predict that any young men who put themselves under his tuition will be amply repaid for the outlay. We trust to be able to give full particulars regarding the time of opening, terms, &c., in our next issue. In the meantime any persons desiring to attend such a school

would do well to write to Mr. Beeton and get this and any other information they require.

**AN INTERESTING CASE.** A case that will be of interest to the trade will be ventilated during the present sitting of the Courts. Dr. Otto Von Muller called at the Davis House, at Bloor street and Brunswick avenue, on January 13th last and engaged a room. Two days later he missed a ring, in which was set a glittering diamond. Fanny Pezet, a nurse girl employed at the hotel, handed the doctor a piece of glass of the exact shape of the lost diamond. He accused her of stealing the diamond, and had her arrested. She was acquitted. Through her solicitors, Murdoch & Tyler, the girl yesterday commenced suit against Dr. Otto Von Muller and Detective Potter, who executed the warrant, for \$1,000 damages for false arrest, imprisonment and assault.

**JOHN W. CAMPBELL IN PARLIAMENT.** We learn from the *Hanover* that Dr. Landerkin, just before Parliament prorogued, drew the attention of the House to a letter written by John W. Campbell, of Toronto, in 1887, to the late Hon. Thomas White, complaining of the harsh treatment of scrip holders by the Temperance Colonization Company. He wished to know whether the Government had taken or intended to take any action in the premises and whether Dr. Hunter had been compelled to disgorge the proceeds of his misrepresentations and frauds. It will interest the readers of *THE TRADER* to know that the gentleman above referred to is Mr. John W. Campbell, the well-known jewelry traveler of Toronto. We always knew that John W. would be in Parliament before he died.

**MR. A. D. MORRISON**, of Beaverton, who has been for the past six months acquiring the fullest information respecting the most difficult operations in watchmaking, at the establishment of Messrs. P. W. Ellis & Co., has just returned to his town, where he has fitted up one of the neatest and best equipped retail jewelry shops in north-eastern Ontario. With the increased knowledge he has obtained of watchmaking, and the experience he has acquired by close observation of the best city stores, Mr. Morrison will, no doubt, give his patrons the best of satisfaction in all the many lines handled by him, and do their repairing in such a manner that his trade will certainly increase. With a thorough knowledge of the business, *THE TRADER* bespeaks for Mr. Morrison a successful career.

**HIS LOT IS NOT A HAPPY ONE**—"Of all skilled trades," says a writer in the *London Horological Journal*, "none is more miserably paid than ours. . . . In a little, dark hole at the back of the shop, where daylight never can enter, the poor watchmaker, in hundreds of shops in London, sits in circumstances the very best possible to utterly ruin his sight and health, making of him a physical wreck, when under ordinary circumstances he should be in his prime. Eighty hours per week I know to be a common thing, and to conclude his day's work, the privilege of shutting up the shop is thrown in. And what is the pecuniary reward? Well, about twenty-five shillings to thirty shillings per week, (\$6 25 to \$7 50); many do not even get that." Our watchmakers may congratulate themselves that they work on this side of the Atlantic.

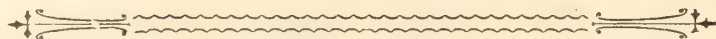
**HOW GREENWICH TIME IS GOT.**—Some interesting experiments were last month carried out at the Observatory by Superintendent Carpmal. Connection was made with the Observatory at Greenwich, England, 4,000 miles away, for the purpose of getting a comparison of time. The experiment was not a success, however, as a difference of nearly 32 seconds was found to exist both here and at Montreal, which was not possible. The experiments were then continued at Montreal, with the result that an almost correct comparison was obtained, Montreal time being found a fraction of a second slow. It took about three quarters of a second to transmit the signals from Greenwich to Montreal, which was very rapid, the old cable time being about two seconds. Greenwich time is exactly five hours faster than Toronto time, that is, when it is 12 noon here it is five o'clock in England. The time commonly used here, however, is standard, which is 17 minutes, 44 5/6 seconds faster than Observatory time.

**A BIG DEAL.**—One of the largest purchases of American watches ever made in the Dominion of Canada was the 300 American watches, cased up complete, bought last month by Ryrie Bros., of this city. On their arrival they were all put on exhibition in the north window of

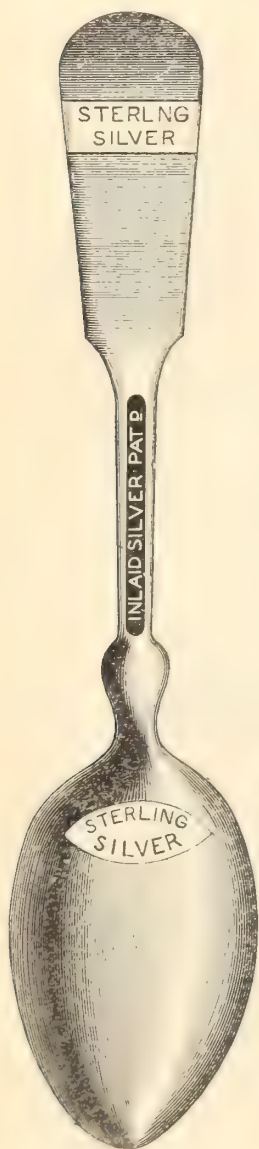




# TO THE TRADE.



**W**E HAVE purchased the right to manufacture **INLAID SILVER SPOONS AND FORKS** in the Dominion of Canada, and are now placing these goods on the market. We wish to call your attention to the superiority of the **INLAID SILVER GOODS** over all other Spoons and Forks heretofore manufactured.



The accompanying cuts represent our Forks and Spoons before plating, which in process of manufacture have a portion of the metal cut out where they rest on the table, the cavity thus made being **FILLED WITH SOLID SILVER**. They are then plated with pure silver, 8 oz. plate, (twice the weight of silver deposited on the regular A 1 goods) and are the same in appearance as other plated ware, the filling not being visible. **THIS EFFECTUALLY OVERCOMES** the great objection that has always been found with plated Spoons and Forks. Even the "Sectional Plate" which has an extra coating of silver at the rest points will wear through long before the other parts having the lighter plate, the wear being so great at these points. Our goods are manufactured from 18 per cent. nickel-silver only, are plated with pure silver, and we **ABSOLUTELY WARRANT THEM TO WEAR 20 YEARS**. A guarantee is placed in each box. All our goods are done up in satin-lined rack boxes, containing one dozen. Every piece is stamped **INLAID SILVER, PAT'D**.

This class of goods has been on the United States market for the past two years, and has almost entirely superseded "A 1" and "Sectional" goods. The trifling extra cost makes "Inlaid Silver" fully 75 per cent. better value than the lines referred to.

Any dealer can sell, and confidently recommend them for all practical purposes equal to solid silver.



## PRICE LIST.

|                 |   |   |   |   |                     |         |                 |         |
|-----------------|---|---|---|---|---------------------|---------|-----------------|---------|
| TEA SPOONS,     | - | - | - | - | Tipped and Windsor, | \$ 6 50 | Fancy Patterns, | \$ 7 00 |
| DESSERT SPOONS, | - | - | - | - | "                   | 11 00   | "               | 12 00   |
| TABLE SPOONS,   | - | - | - | - | "                   | 13 00   | "               | 14 00   |
| DESSERT FORKS,  | - | - | - | - | "                   | 11 00   | "               | 12 00   |
| MEDIUM FORKS,   | - | - | - | - | "                   | 13 00   | "               | 14 00   |

SUBJECT TO THE REGULAR TRADE DISCOUNT.

# THE INLAID SILVER CO. - TORONTO, ONT.



the firm's store, and judging from the crowds which blocked up the sidewalk for the first few days they must have made a big advertisement for both the firm and the Waltham Company by whom they were made. If only one-half they say of it is true, it is indeed one of the wonders of the century. How the Waltham Company can turn out such an elegant timepiece at such a ridiculously small figure is too much for the average comprehension, and is another proof, if any were needed, of the pre-eminence of America in the watch-making industry. From its general get up, it is strong enough for the mechanic and neat enough for the bank manager and a capital watch for sportsmen, yachtsmen and holiday makers of every kind.

**HYMENEAL.**—A very fashionable wedding took place at Berlin, Ont., on the 29th April, when Mr. John A. Fuch, a leading jeweler and prominent young man of that city was united in the holy bonds of matrimony to Miss Kate Sawin, youngest daughter of the late Albert Sawin, district attorney, Buffalo. The ceremony was performed at the residence of the bride's sister, Mrs. Travers, wife of Mr. W. R. Travers, local manager of the Merchants Bank of Canada. Rev. John Downie, of St. John's church, officiated. Only a few of the contracting parties' intimate friends were present. The presents were costly and numerous. The bride was attired in a rich travelling costume, and was supported by Miss M. Fuch, while the groom was attended by Mr. J. McQuillan. After luncheon Mr. and Mrs. Fuch left for New York, Washington, Boston, and other points east, accompanied with the best wishes of their friends, and a shower of rice. **THE TRADER** wishes the newly wedded couple long life and happiness.

**BURGLARIZED.**—The jewelry store of H. R. Patterson was broken into between one and four o'clock on the morning of the 11th May. The safe was blown open and about \$1500 in watches and jewelry taken. The tools used in opening the door of the shop were taken from T. Gordon's canoe factory. They attempted to enter Madill Bros.' dry-goods store by a back window, but were evidently disturbed, as the window was pried up about six inches. It was evidently the work of professionals. There is no clue to the perpetrators. In this connection we are informed that Mr. Patterson had some time ago ordered a burglar-proof safe, which owing to some misunderstanding between that gentleman and the makers, was lying at the railroad station at the time the burglary occurred. Had his goods been protected by a good burglar-proof safe, there is no doubt that Mr. Patterson would be \$1500 better off than he now is. This is but another illustration of the truth we have so often tried to impress upon our readers, that an ordinary fire-proof safe is no more protection against burglars than a wooden one.

**IN DIFFICULTIES.**—The premises and stock of the Ontario Supply Company, dealers in pedlars' supplies, Wellington street, were last month seized by the bailiff on an execution for \$1,200, obtained by the Imperial Bank, and one for \$300 by the landlord. Four or five months ago S. N. Lobb, who was then book-keeper for the establishment, bought out Herbert Capewell, the proprietor, and a few weeks ago a deal was arranged by which a company, of which Mrs. Capewell was the moving spirit, was to buy back the concern. The bank people dropped on this with both feet and the business has come to a halt. The total liabilities are \$7,000, all the creditors except the bank and landlord being fully secured. R. Carrie & Co., have a claim for \$3,000, which is fully guaranteed by \$4,000 worth of security. The stock is valued at \$5,000. This business is the remnant of the old Ratcliffe estate. It will be remembered that Ratcliffe carried on a concern on Front street west, and sold out to Herbert Capewell, who ran three retail stores in Toronto and three more at country points. Both Capewell and Ratcliffe failed at the same time about eighteen months ago, the latter owing some \$40,000, and his estate turning out badly.

**A STRONG SAFE.**—The Goldsmiths' Co., of Toronto, have within their large fire and burglar proof vault, a solid steel safe in which they keep their stock of diamonds and valuable watch cases and movements. The door of this safe is locked by two combination locks, only one of which is commonly used. A few days ago, by an oversight on the part of someone not known, the second combination was turned, and the result was that when the safe came to be unlocked next day, no one could open it as they had not the right combination. Mr. Fudger, who

was in Europe, was cabled to about it, but he could not solve the mystery, and the result was that after two experts had wasted nearly a day in trying to get the combination, they had to drill the door. As this was a good two days' work, it is needless to say that the gentlemen who have charge of the contents of that particular safe will take care in future to keep themselves posted about both the locks and their combinations. The moral is that although a steel safe is a good thing to keep out burglars, they are equally effective in keeping out the rightful owner unless he has the correct password. In the vernacular you can't afford to monkey with a burglar-proof safe.

**CANADIAN ENTERPRISE.**—It is understood that the first of the new vessels now being built by the C. P. R. for their Vancouver-China route will be launched about the beginning of November. It is the intention of the company to send them to the Pacific coast via the Mediterranean and Suez canal, and to furnish at that time one of the grandest excursion trips ever undertaken round the world under the British flag, with only two transfers—at Vancouver and at Halifax. The vessels will visit Indian and Australian ports, and then proceed to China and Japan, at Yokohama entering upon the regular trip to Vancouver. Such an excursion has never been undertaken heretofore. The three vessels will follow each other at stated intervals, and the globe-girdling excursion will be open for tourists at about \$600 for the round trip, which, of course, will include transit across Canada by the great railway. Already all the room in the first vessel has been engaged, and passengers are now being booked for the second steamer. When these greyhounds of the Pacific are on the China route it is expected that the passage will be made in about ten days, and with a fast service on the railway it will be possible for the C. P. R. to land passengers or freight from China in New York before the United States steamers can land them in San Francisco.

**A JEWELRY STRIKE.**—The staff of jewelers employed by E. H. Allport & Co., of this city, went on strike about ten days ago, and, as usual, there are two sides to the dispute. The men claim that the firm have issued a mandate that they must not speak to each other during working hours under pain of dismissal. They say that one boy was dismissed last week for singing, another a short time afterwards for whistling and a third yesterday forenoon because he spoke to a fellow employee. The strikers ask that the rule be rescinded. Mr. Allport says that the strike was caused by a disagreement between the firm and one of the employees. An apprentice, a Hebrew boy, was being constantly annoyed by one of the men. Mr. Pearsall, a member of the firm, objected to this and very properly took the boy's part, as he believed that a boy's nationality should not make him a subject of persecution. This led to a disagreement and hot words ensued, resulting in the workman being discharged. The other men all went out with him. The men called during the afternoon and explained to the firm that the boy was at fault. The boy was discharged and the man who caused the trouble was told that the firm would consider his case and give him an answer in a couple of days. In the meantime the men refused to return to work until their comrade was reinstated.

**FACTS WORTH KNOWING.**—In a recent speech Lord Roseberry made the following statements which go far to show the need of cheap postal communication between England and her colonies: "You are, of course, aware that British home trade with the colonies is assuming ever greater proportions and that the bread of our working classes is more and more dependent on our retaining the colonial market, from which so many unscrupulous rivals are endeavoring to oust us. Last year there was an increase in our colonial and foreign trade of no less than £42,500,000. For every 10 shillings' worth of goods purchased from us by the foreigner, the colonist buys £8 worth. What shall we say, then, of the conduct of the British post office in not merely shackling and repressing the operations of our mercantile classes with heavy postal rates, but in actually conveying the correspondence of our foreign rivals at half rates in British ships. One of the most encouraging features in the condition of the empire just now is, to my mind, the generous and continuous assistance forwarded by the 350,000 emigrants who leave the United Kingdom every year to their poor relations left behind in the Old Country. Last year, for instance, 78,440 persons resident in Canada sent no less than 7,207,007 to their friends in the



# FACTS. \* \* \* \*

LEVY BROS., HAMILTON, ONT.

## Silver and Gold Filled Cases

Are now off the List. We have made large purchases in these lines and are prepared to unload at a small profit.

## Our Silveride Case.---Key Wind

Has had a grand run. It has no equal.

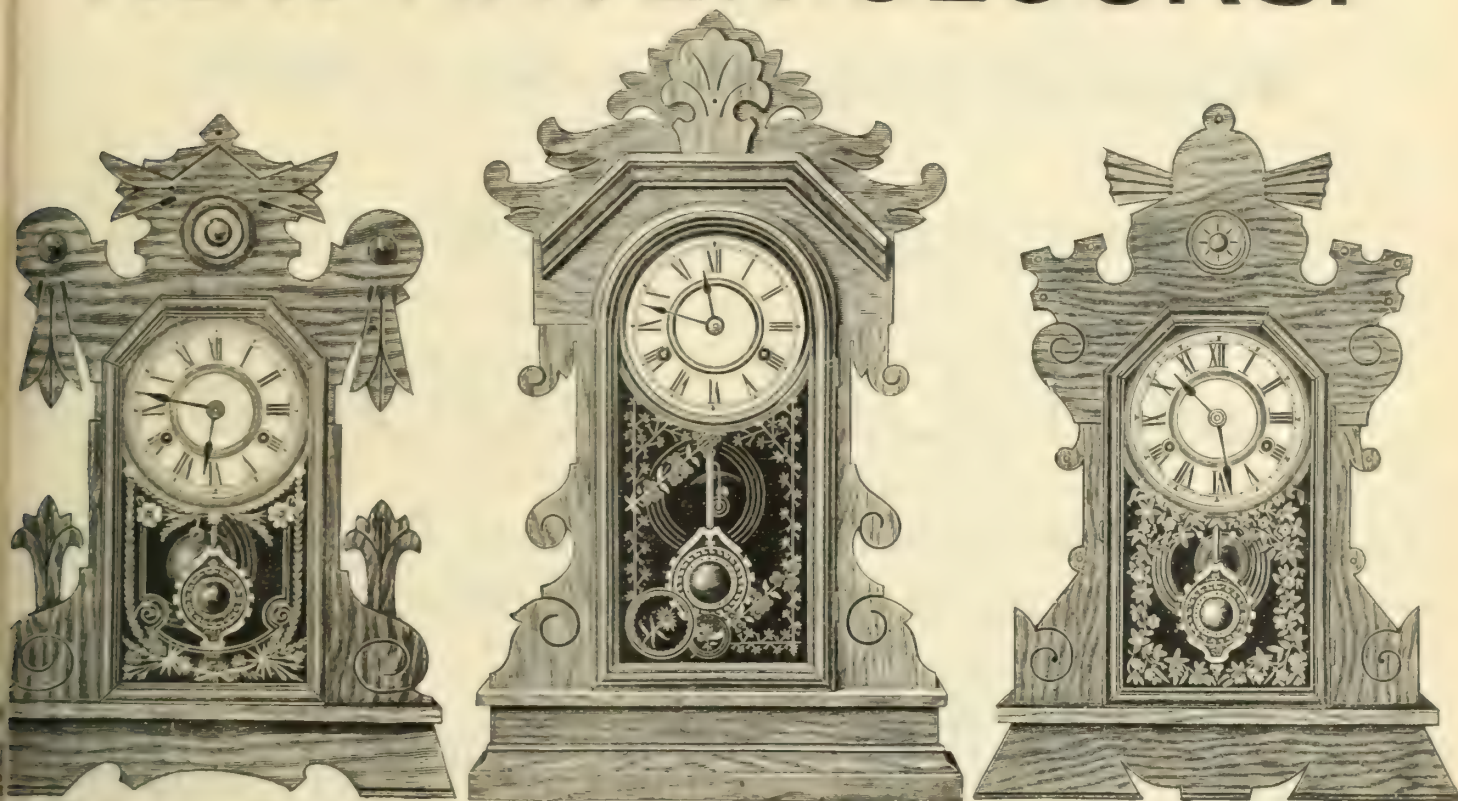
If you want to buy Cheap Watches just write to us for figures. We have what you can use and at right prices.

## \* Diamonds. \*

Our Fall Stock of Precious Stones is now on the way. Although prices are up in the Diamond Market, yet we have got them right and can sell at prices that will satisfy all.



# NEW HAVEN CLOCKS.



RAMBLER.—8 Day. Height 19½ in.

TITANIA.—8 Day. Height 24 in.

GRAYLING.—8 Day. Height 19½ in.

THESE  
ARE THE  
CLOCKS  
THAT SELL  
AT  
SIGHT.



SHAMROCK. 8 Day. Height 23½ in.



TOMAHAWK.—8 Day. Height 23 in.

GIVE THEM  
A TRIAL  
THEY WILL  
NOT GO  
BACK  
ON YOU.

LEVY BROS., Hamilton, Selling Agents for Canada.





# The Montreal Optical & Jewelry Co., Ltd.

**Warehouse and Factory, 1685 Notre Dame St. Montreal.**

P. O. BOX 1054.

**ONLY MANUFACTURING OPTICIANS IN CANADA.**

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

## OPTICAL GOODS

Ever Shown in the Dominion.

*Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles*

**AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.**

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

**Montreal Optical and Jewelry Company, Limited.**

**The Best Line of Rolled Plate Chains.**

IN THE MARKET FOR THE MONEY.

STYLES

ORIGINAL.  
DURABILITY  
GUARANTEED.



**J.G.C. & CO.**

(TRADE MARK.)

FINISH ALL  
THAT  
COULD BE  
DESIRED.

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

**J. G. CHEEVER & COMPANY,**  
**NORTH ATTLEBOROUGH, MASS., U.S.A.**

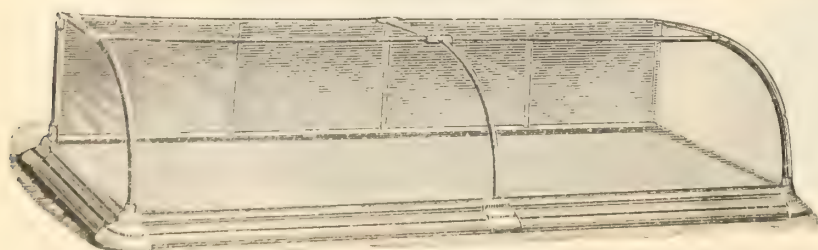
GEO. P. WAGNER.

CARL ZEIDLER.

D. C. WAGNER.

**DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.**  
(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver  
Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

**Show Rooms, Head Office and Factory: West Toronto Junction, Ont.**



United Kingdom. On every letter enclosing one of these contributions a postal charge equal to the commission on the order was levied. Such charges are utterly indefensible, for a letter may be sent from London to New Zealand at a profit for one penny and the American Government can afford to send an ounce from New York to Alaska—5,000 miles—freely by rail for one penny.

**THE WATCH WAR.**—Very unwisely, we think, some of the retail jewelers of this city have commenced a trade war on a small scale in the matter of watches. One prominent jeweler starts out by selling a leading watch at \$10, which, as it afforded him and his competitors a margin of over 60 per cent. profit on the cost, could not have crippled anybody's business. A competitor in order to make the public believe that there was no "snap" in this, advertises that he will sell the same goods at \$7.50, and still another comes out and declares that he is satisfied to sell the same watch to the public at \$6.50. Now we are no advocates of doing away with competition. A reasonable amount of competition is a healthy thing to have, but surely such business as is outlined above is competition run mad. Watches are the staples of the jewelry trade, and should bear a fair margin of profit, else they are not worth selling. If one merchant makes a bait of one staple watch by selling it at cost, he is sure to be followed up by some competitor who will not only meet him on the line he is cutting, but break the price on other goods on which a profit is being made. When such a thing becomes general, as it always does sooner or later, the result is, so far as the retail trade is concerned, that they practically do their business without profit to themselves for the benefit of the public, and get no thanks for it. Before the present fight goes any further would it not be well for those taking part in it to ask themselves, will this thing pay us? We don't think that it will pay, and we are equally certain that none of you will get any thanks from the public for it, for they don't know enough about the goods to realize that it is something which it don't pay you to do.

## WORKSHOP NOTES.

**PEARL** is etched by a process very similar to that used in etching copper. The designs or patterns are drawn upon it with asphaltum varnish, and all parts not intended to be etched having been similarly protected, the piece is submitted to the action of nitric acid. When the parts unprotected have been sufficiently eaten away by the acid, the piece is rinsed in cold water, and the varnish washed off with a little turpentine or benzine.

**PAPER** for wrapping up silver may be made by dissolving six parts of caustic soda in water until the hydrometer shows 20° B. To this solution are added four parts of oxide of zinc and boiled until dissolved. Sufficient water must next be added to reduce the solution to 10° B. Next dip paper or calico into this solution and dry. This wrapping will very effectually preserve silver articles from being blackened by sulphuretted hydrogen, which, as is well known, is contained in the atmosphere of all large cities.

A **LIQUID** preparation for silver-plating may be made by dissolving 1 ounce crystals of silver nitrate in 12 ounces soft water. Then dissolve in the water 2 ounces potassium cyanide. Shake the whole together, and let it stand until it becomes clear. Have ready some half ounce vials, and fill them half full of Paris white or fine whiting, and then fill up the bottles with the liquid, and it is ready for use. The silver coating is not as tenacious to the article as when electrolytically deposited.

**THERE** are various ways for soldering stone-set rings, but the following will be found to be as good as any. Take tissue paper and tear it into strips about three inches wide, twist them into ropes, and then make them very wet and wrap the stone with them, passing around the stone and through the ring until the centre of the ring is a little more than half full of paper, always winding very close and then fasten upon charcoal, allowing the stone to project over the edge of the charcoal, and solder very quickly. The paper will prevent oxidation upon the part of the ring it covers, as well as protect the stone.

*La Lumiere Electrique* gives the following description of the process

employed by Mr. Pratt for soldering platinum wire, crucibles, etc. Prechloride of gold ( $\text{AuCl}_3$ ) is slowly heated up to 200 degrees C. with an ordinary gas blowpipe, so as to obtain chloride of gold, then to a higher temperature in order to obtain metallic gold, which flows between the two surfaces which are to be united, and which have been previously juxtaposed. The soldering is rendered complete by hammering while still hot. Mr. Pratt has found this method far preferable to the one that consists in the use of fine gold wire.

**THE** Turks glue diamonds and other jewels to their metal settings with the following mixture. Five or six bits of gum-mastic, each of the size of a large pea, are dissolved in as much spirits of wine as will suffice to render it liquid. In another vessel as much isinglass as will make a two-ounce vial of strong glue, previously softened in water, should be dissolved in brandy, adding two small bits of gum ammoniac, which must be rubbed until dissolved. These must be mixed by heat, and kept in a vial closely stopped. When it is to be used, set the vial in boiling water. This cement perfectly resists moisture, and it is said to be able to unite effectively two surfaces of polished steel.

A good way to remove rust from pinions is to scour them up with oil-stone dust and oil, till a smooth surface is obtained, then polish with crocus. Care must be taken not to grind the leaves off any more than is necessary, or the proper shape may be destroyed. Some workmen soak the rusted parts in a solution of cyanide of potassium or other solvent of oxide of iron, but the use of such means cannot be approved of. The way described is as good as any, and is safe. If the pinions are very badly rusted they should be rejected and others put in, as they will be out of shape when finished off smooth, and would not perform well in the watch.

## OTHER NOTES.

The survivors of the Balaclava charge are said to exceed twenty. Some are in poverty, but an appeal on their behalf in Great Britain only secured \$24.

The insignia of the British Order of the Bath, which has heretofore been made of gold, is to be of silver gilt hereafter, and instead of being made by a jeweler they will be turned out by contract at so much the score by a Birmingham firm.

A **VERY** ingenious electrical device has lately been patented by which the hands of a clock set to a certain hour are made to complete an electric current connected with the kitchen stove, so that the fire is started when the given hour arrives.

**QUEEN VICTORIA**, who recently started on a continental tour, took along three coachmen, nine grooms, eight horses, one donkey, three carriages, seventy-two trunks, three special beds, a special cooking stove, wine, two doctors, one surgeon, three ladies-in-waiting, nine women servants, one lord, two equerries, seven dogs.

The latest experiments made with carrier pigeons in connection with various European armies show that the normal velocity of the carrier in calm weather and for a short distance is about 1,210 yards a minute. With a very strong wind in the direction of the flight, a bird has reached 1,980 yards a minute.

The Mannlicher rifle and the small bullet have had their first practical trial in the recent riots at Biala. The mob was so defiant that the Austrian troops were compelled to fire on them. In all cases of wounds the bullets were found to have passed completely through the bodies.

It is said a marriage has been arranged between Henry M. Stanley and Miss Dorothy Tennant, who is a young artist, and much admired, and has become well known through her clever pictures in the Academy and other galleries. The marriage will probably take place early in June.

**BISMARCK** consulted a jeweler a short time ago as to the money value of the precious stones in the crosses, medallions, stars, and chains which have been conferred on him with orders by European sovereigns. His purpose was to turn the jewels into ready cash. He told the jeweler that on future state occasions he would wear no order except the Iron Cross and the Star of the Black Eagle.

# R. F. S. & CO.

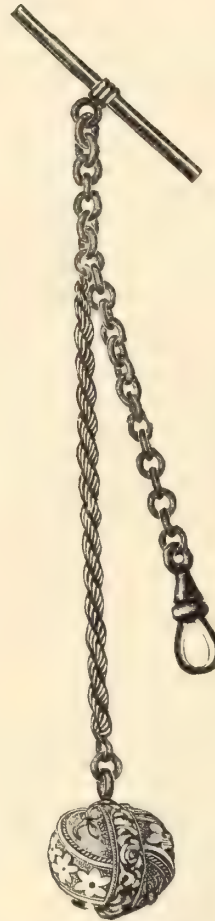
## "SAFETY QUEEN."



No. 2520.—Bright.



No. 2468.—Roman Gold.



No. 2490.—Bright.



No. 2483.—Bright.



No. 2497.—Pearl and Gold Combination. Pearl Charm.



No. 2500.—Pearl and Gold Combination Pearl Charm.





## OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject matter should not exceed five typewritten lines, or about 100 words.

**FOR SALE**—Jewelry business in the village of Norwich. Stock about \$1,800. Reason, giving up business. For particulars address, J. H. ROBINSON, Box 83, Norwich, Ont.

**FOR SALE**—In a thriving town of 1200 population. A good jewelry business and property, store and fixtures, \$3,000. Good run of bench work. Regular bonanza, as it will be sold cheap. Good reasons given for selling. Don't apply unless you mean business. No opposition. Address, Z. BROWN, care TRADER PUB. CO., Toronto, Ont.,

**POSITION WANTED.**—A first-class watchmaker and salesman is open for a permanent engagement in city or good town. Has full set of tools, including American lathe. Good address, 24 years of age, steady and a worker. Address, "Balance," care of TRADER PUB. CO.

**SITUATION WANTED**—By a young man at the watchmaking business, has served two and one half years. Can furnish best of references. Address, G. M. ROSS, Vienna.

**SITUATION WANTED**—With chance to improve, by one with 13 months' experience; can do ordinary clock and watch repairing; fair salesman; first-class references. Address, HERBERT J. McNAUGHTON, Brussels, Ont.

**SITUATION WANTED**—By young man as improver to the watchmaking; has been 3 years at the trade, can do mostly all ordinary watch and clock repairing; could act as salesman if required. Address, "REPAIRER," care TRADER PUB. CO.

**SITUATION WANTED**—By a young man, nineteen years of age, who has had four years' experience at the watch, clock and jewelry repairing. Improvement more of an object than wages. For recommendations apply to H. J. Reid, Warsaw, Ont., or Alex. Moffatt, jeweler, Port Elgin, Ont.

**SITUATION WANTED**—By a young man as improver. Can do any ordinary watch or clock repairing and hard soldering. Would work for little more than board at first. Improvement, not wages, the object. Can act as salesman if required. Best of references. Address, E. H., care of EDWARD HARMWOOD, Pembroke, Ont.

**SITUATION WANTED**—By young man 22 years of age, who has had two and a half years' experience at bench; good salesman; good hand at clocks and jewelry. Wages not so much of an object, as would like to improve. Can furnish best of references. Correspondence solicited. Address, HAROLD BLACK, care of J. NICHOL, Dunnville, Ont.

**WANTED.**—Two good working jewelers who are capable of stone setting, apply to J. C. THIBAUDIER, 33 St. John St., Montreal.

**WANTED.**—A good watchmaker can find a permanent situation and good wages by applying to W. B. JEWETT, Jeweler, Woodstock, N. B.

**WANTED.**—Situation as watchmaker; first-class workman, use neither liquor nor tobacco. West of Toronto preferred. "WATCHMAKER," care of TRADER PUB. CO.

ENGLISH rose growers are using blood manure for their vines with much success, it is said. They take sixteen pounds of blood, and as soon as it begins to purify pour into it four ounces of muriatic acid and four ounces of proto sulphate of iron, previously mixed, which turns the blood into a dark, dry powder that will keep for any length of time. A half pound of this is mixed with the soil over the roots of each rose bush.

## A. M. BROCK,

IMPORTER OF

## WATCHMAKERS'

AND

## JEWELERS'

## MATERIALS.

KINGSTON, - - - - - CNT.

LOOK AT THESE PRICES FOR

## WATCH REPAIRING FOR THE TRADE.

|                                        |        |
|----------------------------------------|--------|
| BALANCE STAFFS, . . . . .              | \$1.00 |
| CYLINDERS, . . . . .                   | 1.00   |
| HOLE JEWELS, ordinary, . . . . .       | .50    |
| LEVERS, . . . . .                      | 1.00   |
| LEVERS, straight line, . . . . .       | 1.50   |
| DIALS, plain, . . . . .                | 1.00   |
| DIALS, with seconds, . . . . .         | 1.25   |
| PALLETS, Swiss or English, . . . . .   | 1.00   |
| PINIONS, ordinary, . . . . .           | 1.00   |
| PIVOTS, where piece permits, . . . . . | .50    |
| HAIR SPRINGS, flat, . . . . .          | .75    |
| HAIR SPRINGS, Breguet, . . . . .       | 1.50   |

10% discount when cash accompanies order, and I will prepay return postage. Save time by sending your work to

**BILLINGS, the Watchmaker.**

208 Dundas Street, - - - LONDON, ONT.

## JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

## J. S. MURRAY & CO.

GENERAL AND ORNAMENTAL

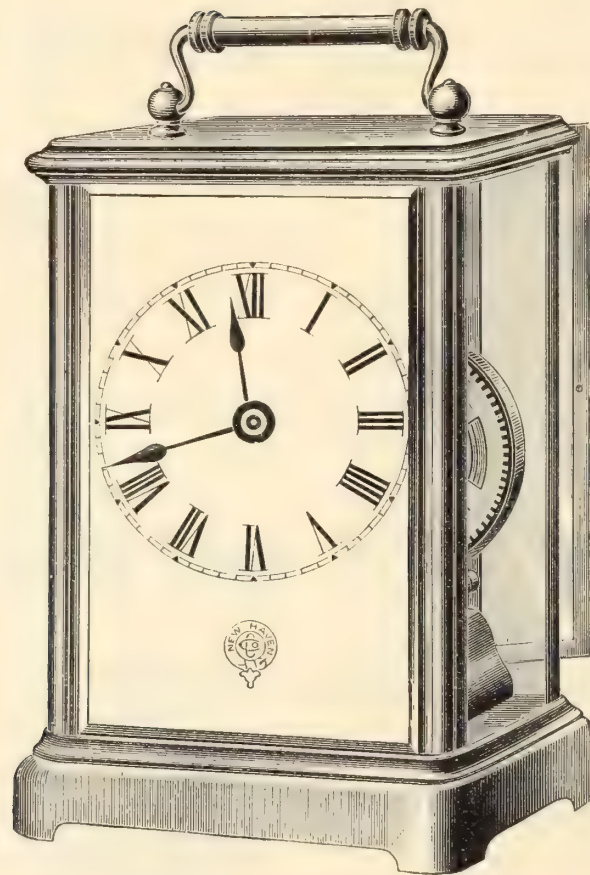
## ENGRAVERS,

ROOM 58,

YONGE STREET ARCADE, - - - TORONTO.



# THE PILGRIM



IS the best Nickel 1 Day Half Hour Striking Clock made. It is striking in appearance, is an accurate time-keeper, and one of the best sellers in the market. It is also made with Gilt Mat Dial.

The names we want to bring before our patrons this month are - CABINET, No. 6; CABINET, No. 4; CABINET, No. 7; CABINET, No. 3. These we are selling at a

## GREAT REDUCTION

In price, and they are without doubt the best value in the market.

Etruria, Umbria, Servia, Gallia, Hidalgo and Valkyrie have not been surpassed, and are still leaders this Spring. These Clocks are made by the famous New Haven Clock Company, of which we are Agents.

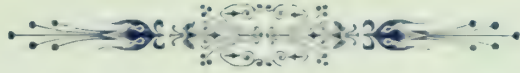
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E. & A. GUNTHER, - TORONTO.





# A CASE YOU CAN SWEAR BY



**T**HE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of **GOLD FILLED WATCH CASES**.

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to swear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

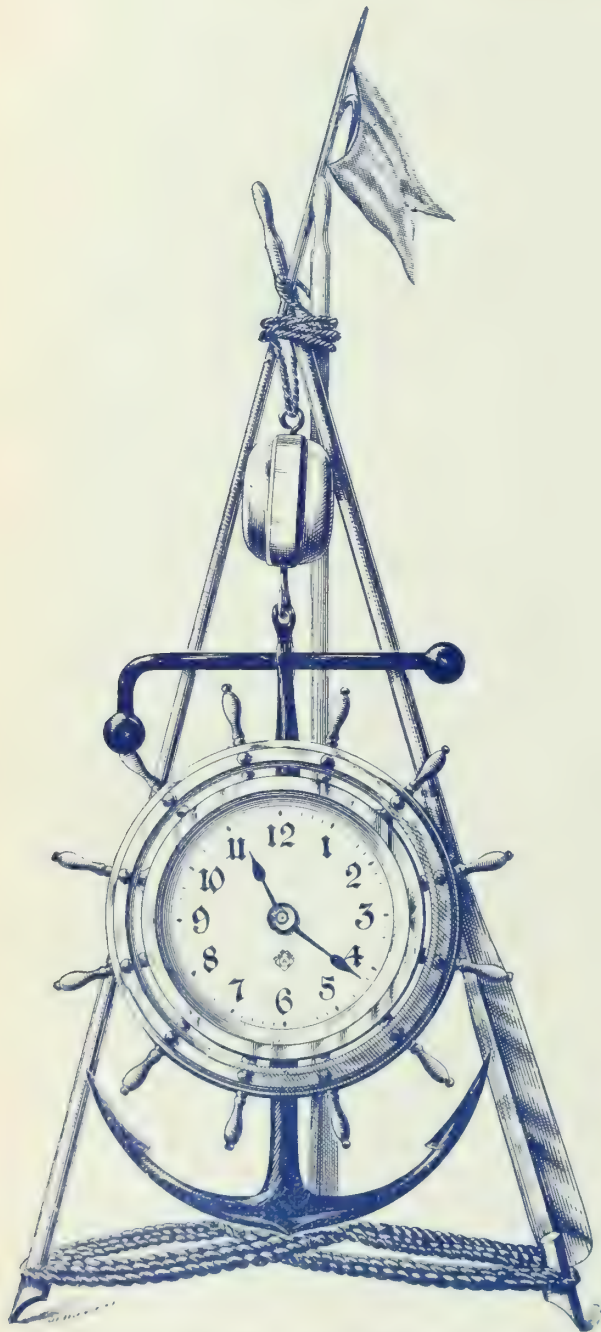
Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can "swear by."

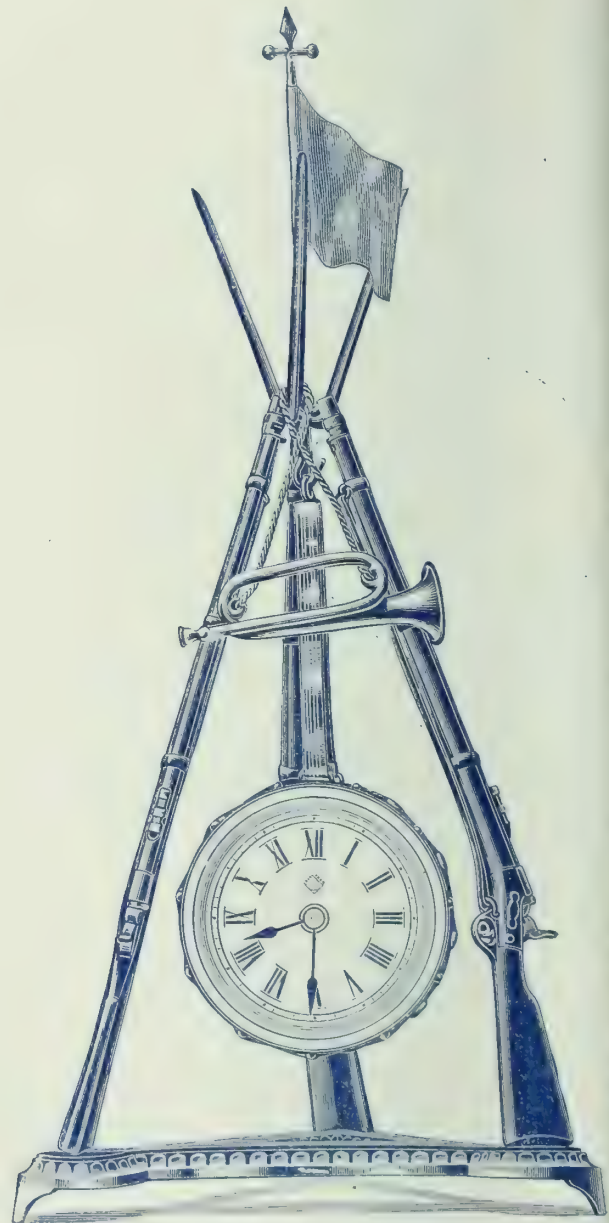


# THE GOLDSMITHS' STOCK COMPANY OF CANADA, (LIMITED)

***AGENTS ANSONIA CLOCK COMPANY.***



NAVY. 8 Day, Time.



ARMY.—8 Day, Time.

Importers of Watches and Fine Jewelry. Distributors of Domestic  
Manufactured Goods.

48 YONGE STREET,

- - - -

TORONTO, ONT.



JULY, 1890.



# T. H. LEE & SON

## 6 SIZE

### *LION OR BEAR CASES,*

WITH

### WALTHAM PENDANT SET

OR

### ELGIN LEVER SET MOVEMENTS

AT PRICES

SAME AS SPECIAL PRICE ON DISCONTINUED E. MOVEMENTS,

ONE OR A HUNDRED.

T. H. LEE & SON, - - - 1 WELLINGTON ST. EAST, TORONTO.



**P. W. ELLIS & CO.** 31 WELLINGTON ST. EAST,  
TORONTO.

**WATCHES WATCHES**

AS AN AMERICAN WATCH HOUSE

❖ **WE LEAD.** ❖

Our assortment is at all times so great that our mail orders have grown large, and with the preparations we have made, we want them larger.

**Remember we supply all American Filled, Silver and Nickel Cases still at old prices as before duty was raised.**

**D**ID you get our Watch Case Price List?  
**D**ID you study the prices and note

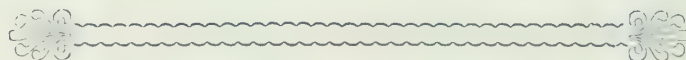


The low quotations upon O. F. Montauk Screw Bezels,

Bates & Bacon Orient Hunting Filled Cases,

Hunting and O. F. Filled Cases of Canadian Manufacture,

Nevada Silver Cases and National Double Stock Cases?



**WE HAVE** { A large stock of Silveroid K. W. Nickel Cases at old prices.  
A large stock of Waltham Silver Screw Bezels and Century Inlaid at old prices.



Your orders are filled by an experienced staff who know the wants of the Trade.

NOTE—Did you get sheets of our Clock Leaders? Note our material add page 34.





We have ready for distribution a complete range of patterns in Filled Goods as follows :

"FORTUNE" 10k Screw Bezel.

"CASHIER" 14k Screw Bezel.

"PREMIER" 14k Screw Bezel.

"FORTUNE" 10k Hunting.

"CASHIER" 14k Hunting.

## WATCH CASES—

Our Price List has been adopted somewhat reluctantly by

the members of the jobbing trade for the reason that it is impossible to ask higher figures in the face of its general distribution.

It would be desirable, however, for buyers to insist on all salesmen producing a copy bearing our imprint, should they by any error have mislaid their own.

In Domestic goods we handle the product of The American Watch Case Company, of Toronto, and would advise dealers to carefully inspect the trade marks of all cases offered them, purporting to be of their make.

All of the Screw Bezel Cases have

### SOLID GOLD BOWS.

All of the Hunting Cases have

### SOLID GOLD BOWS,

### GOLD THUMB PIECES,

### GOLD JOINTS AND BEARINGS,

And equal any goods made for finish and quality. Do not injure your own business and destroy confidence in the genuine merit of reliable Gold Filled Cases by selling any lines that are not equal to the above standards of quality, finish and material.

### RE. JOB WATCH CASES.

As we predicted in last issue we are now able to supply our customers with good Ladies' Cases in REGULAR goods at SAME PRICES as the JOB LINE that disturbed the trade last month.

**WRITE FOR SAMPLES.**

**The Goldsmiths' Stock Company of Canada, Limited.**

# GOLD AND SILVER HEAD CANES,



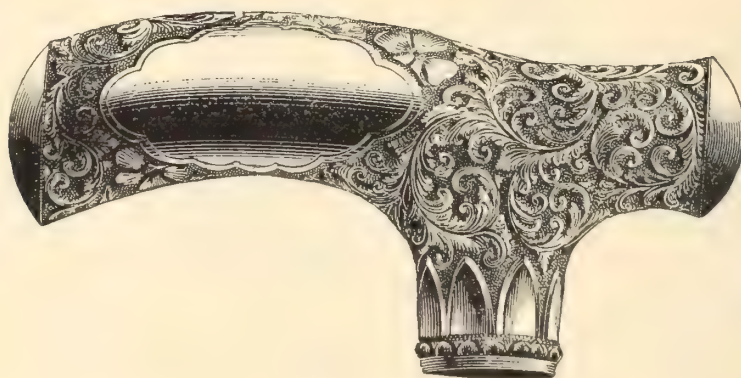
207



206



203



POLO CROOK.

A large assortment of select engraved goods in 12k., 14k.  
and 16k., with Ebony, Rosewood or  
Snakewood sticks.

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WRITE FOR OUR ILLUSTRATED CATALOGUE.

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The Goldsmiths' Stock Company of Canada, Limited.



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**18 Size, Gilt.**—No. 20, Hunting, or No. 90, Open Face, pendant set, 7 jewels, tempered hair spring, sunk seconds dial.



**18 Size, Gilt.**—No. 21, Hunting, or No. 91, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



**18 Size, Nickel.**—No. 22, Hunting, or No. 92, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



**18 Size, Gilt.**—No. 32, Hunting, or No. 93, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



**18 Size, Nickel.**—No. 33, Hunting, or No. 94, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



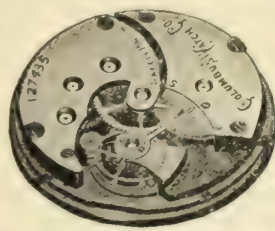
**18 Size, Gilt.**—No. 41, Hunting, or No. 81, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



**18 Size, Nickel.**—No. 43, Hunting, or No. 83, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



**18 Size, Nickel.**—No. 46, Hunting, or No. 86, Open Face, pendant set, 15 jewels, adjusted, Breguet hair spring, patent regulator, double sunk dial, jewels in red gold settings.



**6 Size, Gilt.**—No. 51, 11 jewels, 4 upper holes jewelled, tempered hair spring, sunk seconds dial.

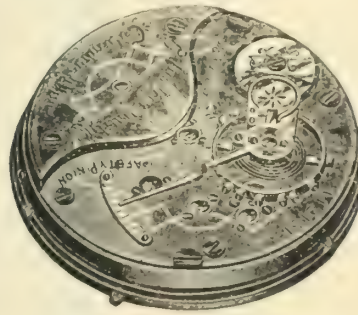


**6 Size, Nickel.**—No. 55, 15 jewels, adjusted, jewels set in red gold settings, tempered hair spring, sunk seconds dial.

Also No. 50, 6 Size, 7 jewels, tempered hair spring, sunk seconds dial.



**18 Size, Nickel.**—No. 54, Hunting, or No. 95, Open Face, pendant set, 15 jewels, adjusted, jewels set in gold, Breguet hair spring, sunk seconds dial.

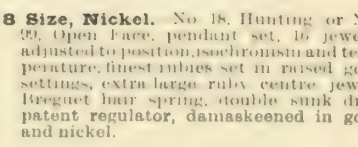


**18 Size, Nickel.**—No. 27, Hunting, or No. 97, Open Face, pendant set, 16 jewels, adjusted, extra centre jewels, Breguet hair spring, patent regulator, double sunk dial, jewels set in red gold settings.

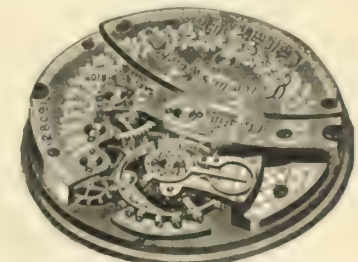
Also



**18 Size Nickel.**—No. 28, Hunting, or No. 98, Open Face, pendant set, 16 jewels, adjusted, jewels set in red gold settings, extra centre jewels, Breguet hair spring, double sunk dial, patent regulator, damaskeened in gold and nickel.



**18 Size, Nickel.**—No. 18, Hunting, or No. 99, Open Face, pendant set, 16 jewels, adjusted to position, isochronism and temperature, finest rubies set in raised gold settings, extra large ruby centre jewel, Breguet hair spring, double sunk dial, patent regulator, damaskeened in gold and nickel.



**18 Size, Nickel.**—No. 47, Hunting, or No. 87, Open Face, pendant set, 16 jewels, adjusted extra centre jewel, Breguet hair spring, patent regulator and sunk dial, jewels in gold settings.

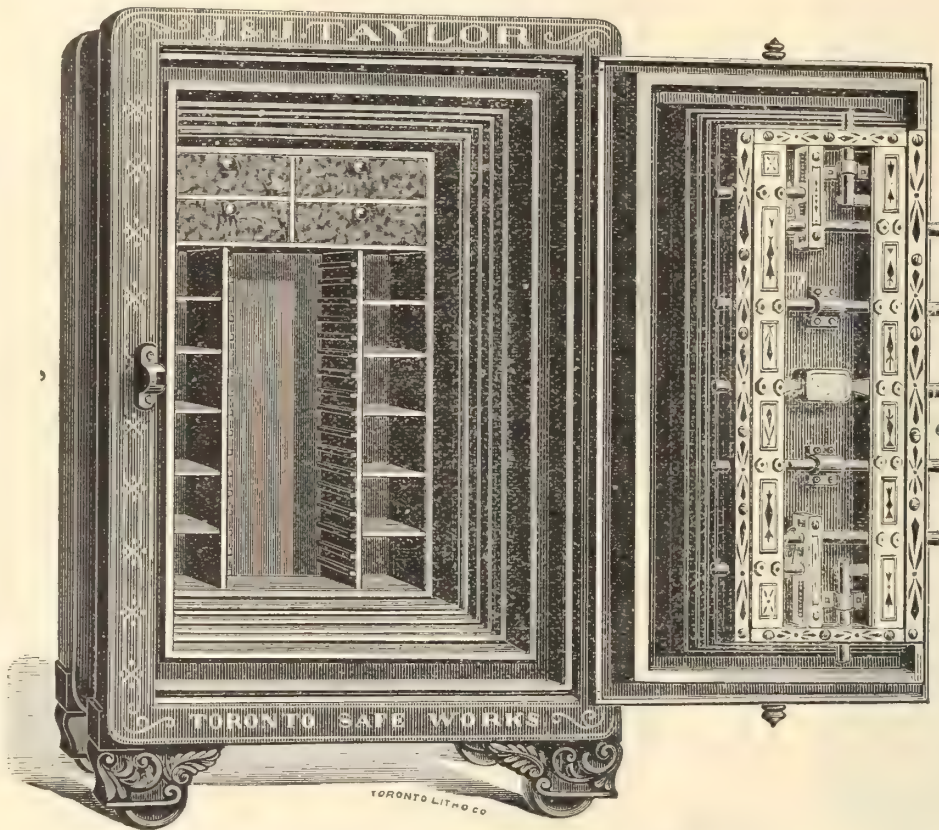
FOR SALE BY  
**H. ELLIS,**  
14 WELLINGTON ST. W., TORONTO,  
IMPORTER OF  
**WATCHES, JEWELRY**  
WATCH & CLOCK MATERIALS, TOOLS, &c.  
FULL STOCK OF COLUMBUS MOVEMENTS  
CONSTANTLY ON HAND.





# SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S  
NEW STYLE  
JEWELERS' SAFE,



DOUBLE TONGUE AND GROOVE  
FIRE-PROOF DOORS.

WITH

## J. & J. TAYLOR, TORONTO SAFE WORKS.

**I**N ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

### FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

**T**HE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

### DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

### TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

**J. & J. TAYLOR,**  
**TORONTO SAFE WORKS,**  
117 and 119 Front St. East, Toronto.





TORONTO, ONT., JULY, 1890

The recognized organ of the jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessary for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

67 ADELAIDE ST. W., TORONTO, ONT.

### SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

## EDITORIAL

### FALSEHOOD EXPOSED.

**O**UR contemporary, *The Jewelers' Guide*, of this city, in an editorial article in last issue, accuses this journal of being the organ and property of the American Watch Case Co. of Toronto.

We can afford to pass over the ingenious, though unprofessional manner in which *The Guide* goes out of its way to distort and misrepresent the advertisement of one of our patrons into an editorial utterance, because the attack in question is so clumsily veiled as to fail to mislead any thinking jeweler who is at all conversant either with the history of watch case making in Canada, or of Canadian jewelry journalism.

We need hardly say to the trade that the above charge is a pure fabrication in every respect, and that THE TRADER is neither owned nor controlled by the American Watch Case Co. nor any other firm or corporation in existence.

While it is quite true that the editor of this journal happens also to be the Secretary of the American Watch Case Co., it does not by any means follow that the Company by whom he is employed either own or control the journal which was started by him as a private enterprise long before that Company was brought into existence.

So far as THE TRADER is concerned, the American Watch Case Co. pay for their business announcements exactly the same as any other advertiser, and this journal can no more be held editorially responsible for what they may say in the space purchased by them, than it can for those of any other firm.

Like other journals we assume no responsibility whatever for anything that our advertisers may say, and we think the trade will agree with us that not only the American Watch Case Co., but all of our other patrons may safely be trusted to see

that they do not transgress either the bounds of truth or the ordinary usages of journalism in making their business announcements through our columns.

THE TRADER has always spoken out fearlessly upon every trade question or abuse which has been brought before the craft during the past eleven years, and in the discussion of all such questions it has invariably "hewn to the line let the chips fall where they may."

It has never refused space to those who differed from its utterances, feeling satisfied that if its editorial opinions could not successfully withstand criticism they thoroughly deserved to fall.

We know that our independence has on more than one occasion cost us loss of valuable patronage, but we have always fought for what we conscientiously believed to be right, no matter what the result promised to be from a pecuniary standpoint.

Our record of eleven years for editorial honesty and fair dealing is before the trade; on that record we will stand or fall, and by that record we are willing to be judged.

We repeat again that THE TRADER is neither owned nor controlled by any firm or corporation in existence, but is as independent as any journal upon earth, and acknowledges no master outside of its proprietor.

If *The Guide* is as anxious to further the interests of truth as it asserts, its proffered apology to this journal for the publication of such an unfounded charge is now in order.

### A CANADIAN HOROLOGICAL SCHOOL.

**A**S announced in the June issue of THE TRADER, Messrs. Beeton and Playtner, of this city, have taken hold of the "botch" question in a thoroughly practical way by founding what we think is probably the pioneer Horological School of Canada.

There is no disguising the fact that while such an institution will be of almost incalculable advantage to the jewelry trade of this country, by providing a place where young men of good parts can receive such instruction as will enable them to thoroughly master their chosen profession, it involves a large pecuniary risk on the part of its enterprising promoters. The organization and equipment of an efficient Horological school requires plenty of money and brains, and while both of these requirements are available in the undertaking of Messrs. Beeton and Playtner, in order to make it a monetary success they should have the hearty support of the Canadian jewelry trade.

The course mapped out for students at this school promises to be a happy combination of the theoretical and the practical, and should produce first-class results, provided the promoters can get proper material in the way of students to work upon. While the management do not pretend that they can make a "Harrison" or a "Saurier" out of every student who passes through the school, they propose that every one who obtains one of their Diplomas shall earn it by being a thoroughly practical watchmaker and competent to fill any situation in the repairing trade in such a manner as to reflect credit upon their instructors.

As will be seen by the engraving of the building, and the





# MERIDEN BRITANNIA CO'Y

**FINEST QUALITY**

## ARTISTIC, GOLD & SILVER PLATE.



**MARK**  
For Hollow Ware

TRADE MARK

1847, ROGERS BROS., A1  
OR  
1847, ROGERS BROS., XII.

For Genuine Rogers Goods.

NO. 65. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories: Meriden, Conn., U. S., and Hamilton, Ont., Canada.





OFFICES OF

# THE E. HOWARD WATCH AND CLOCK CO.

SAMUEL LITTLE,

Pres.

CHARLES J. HAYDEN,

Treas.

ALBERT HOWARD,

Gen. Man.

383 WASHINGTON STREET, - - - BOSTON.

41 & 43 MAIDEN LANE, - - - NEW YORK.

170 STATE STREET, - - - CHICAGO.

NEW YORK, July, 1890.

## To the Jewelers of the United States and Canada.

GENTLEMEN,

We respectfully call your attention to our new No. 1 movement which we have just placed upon the market. We have produced it in order to fill a long-felt want for a watch that should have all the requisite good running qualities of a "Howard," and yet come somewhat lower in price than any we have ever yet manufactured; and we take great pleasure in introducing this new movement to your earnest consideration, bespeaking for it the success which its merits certainly warrant.

It is an 18-size hunting case movement, of very tasty design, containing all the special characteristics of the Howard Watch, such as the Steel Barrel, Pendant Winding and Setting, Patent Regulator, etc.

It is very strong and durable, has a cut Chronometer Balance and tempered steel Hair-spring. The working parts are all finely finished, and the entire watch is particularly adapted to the purpose for which it is intended, viz., for the use of mechanics, and all others desiring a THOROUGHLY reliable watch at a reasonable price.

Place your orders with your jobber AT ONCE, as the supply will be limited for some time and the demand is sure to be large.

Yours truly,

THE E. HOWARD WATCH & CLOCK CO.





letter press description of the school and its methods of working, given elsewhere in this issue, this long looked for Horological school is now an accomplished fact, and it only remains for the trade to show their appreciation of the talent and energy of its promoters by giving it their hearty and liberal support.

Of the ability of Messrs Beeton and Playtner we need say nothing further here, except that we believe them both to be not only thoroughly honest and reliable men of business, but fully competent to impart in a satisfactory manner, just the information, both theoretical and practical, which beginners in the Horological art require to make them first-class workmen in every respect.

### PREVENTION BETTER THAN CURE.

**T**HE readers of THE TRADER must have noticed that of the many jewelers who have had their safes burglarized during the past few years, but few of them have ever succeeded in getting any of their stolen goods back again.

Such a state of affairs affords much food for reflection, and we think we shall be doing the trade generally a great service if we take the opportunity of telling them a few plain truths in a common place way.

We have repeatedly called the attention of our readers to the fact that the great majority of the safes at present in use by Canadian jewelers, are simply intended by the makers to save their contents from the ravages of fire, and offer scarcely any more protection against a professional burglar than a strong wooden structure might, were it locked as securely as our safes are. See W. Watson's letter elsewhere.

A great many jewelers seem to have the idea that a safe is a safe, and that if they have one of any kind, that their contents run no chance of burglary. There never was a more absurd mistake, and if they will only turn up the back numbers of THE TRADER and read how many times this fallacy has been disproved by the stern logic of actual burglary and consequent loss to their owners, they would very quickly make up their minds to have some more effective protection than that now possessed by them.

The stocks carried by jewelers are both valuable and small in bulk, and therefore offer exceptional inducements to the burgling fraternity. As we have above stated, and as the files of this journal will amply prove, ordinary fire-proof safes are no protection whatever against burglary. The only safe that will give protection to the valuable goods that jewelers carry is a regular "burglar proof" safe, and although its cost may be double that of the "fire proof," it is certainly by far the cheapest in the long run. In fact, we think that if a jeweler can at all afford it, it is but little short of foolishness to be without the protection they afford. In our large cities where good electric protection is available, it may safely be used to render any ordinary fire proof safe practically invulnerable, and the retailer can easily determine which of the two protections will come nearest to his views.

We are not writing in the interests of safe manufacturers, although it may be for the interest of such that those jewelers who have "fire-proof" safes should replace them by real

"burglar-proof" ones, but we are looking at the question entirely from the standpoint of what is best for the retail jeweler.

To those jewelers who cannot possibly buy a first-class "burglar-proof" safe (and even to those who can afford it) we recommend the services of the Jewelers' Security Alliance of Canada. This association of jewelers has been in existence for the past six years, and during that long period not a single one of the many safes protected by their membership cards has ever been molested by burglars.

Burglars have operated in the same towns and villages, but so far they have given the safes thus protected a wide berth, knowing full well that if they did appropriate their contents, the best detective talent on the continent would, within twenty-four hours, be hot on their trail in order to bring them to justice. The motto of this organization has always been, "Not a dollar for compromising robbery, but thousands for the punishment of the criminal," and knowing this the burgling fraternity have so far been careful to let the safes of its members severely alone, and go for those of jewelers with less money and detective talent behind them.

The Jewelers' Security Alliance does not aim to prevent burglary, except by imposing upon its members a few common-sense rules which are easily put in operation. But were one of its members to be burglarized, and his valuables completely cleared out, it at once assumes the entire cost of hunting down the perpetrators of the outrage and of bringing them to justice, and just here lies the beauty and benefit of the scheme.

We have neither the time nor space to enter into the full details of the working of the Alliance, but we think we have said enough to satisfy every thinking jeweler that it is to his interest to belong to such a desirable organization. The cost is but a trifle, while the benefit which would be derived in case of burglary, and that is a contingency which events are continually proving is not so remote as some people seem to think, are almost inestimable.

We trust that the members of the craft will carefully weigh this matter of proper protection to their valuable stocks, and that whether they can afford to purchase burglar-proof safes or not, they will at least avail themselves of the protection and assistance that is certainly within the reach of every one of them through means of the Jewelers' Security Alliance. If any of our readers want further information concerning this organization, we are sure that their courteous secretary, Mr. James Ryrie, retail jeweler of this city, will be only too happy to furnish it. His address is corner of Adelaide and Yonge Streets, Toronto.

### WHO SHOULD GET PRICE LISTS?

**T**HE letter signed "Price List" in another page of this issue, touches a tender spot in the experience of our readers, many of whom can, without doubt, truthfully recall incidents of a similar kind, which not only ruffled their feelings at the time, but seriously affected their pockets.

So far as the Canadian Association of Jobbers in American Watches is concerned, and we think we can speak with some authority on the subject from a personal knowledge of the method of distribution employed by them, they have always been exceedingly careful to see that the price lists issued by





# OUR \* NEW \* FACTORY

The Largest Silver Plate Factory in Canada and  
the Third Largest on this Continent.



*We expect to occupy the above Building in July.*

# THE ACME SILVER COMPANY,

TORONTO.



their organization were sent out in sealed envelopes, and only to those, whom, as far as they were aware, were legitimately engaged in the jewelry business.

Of course, like all other human concerns, even though run by a conscientious and indefatigable secretary, errors are liable to creep in unawares, but in the case of the Jobbers' Association they have been exceedingly rare, and certainly would have been corrected at once had the attention of the Secretary or any of the other officers been drawn to the fact by those who might detect the mistake.

While the suggestion of "Price List" is good in some respects, if such a method were rigidly enforced, it would, we are certain, cut off a large number of *bona fide* dealers, who are either classed by the commercial agencies under some other style of business, or else not mentioned at all.


What we would consider a better way would be for the officers of the Association to personally revise the names on the list, and then, as our correspondent suggests, any person afterwards making application and not on the list, should furnish some substantial proof, other than business cards, that they are *bona fide* jewelers and entitled to the benefit of the information the Association has to impart.

Certainly too much care cannot be exercised in the distribution of net trade price lists lest they should fall into the hands of those who might use them to the detriment of the retail jewelers in the vicinity in which they live.

## CORRESPONDENCE.

### WE BELIEVE THEY DO.

Editor TRADER—SIR:

 WILL you kindly inform me through the columns of THE TRADER, if the American Waltham Watch Co., the Elgin National Watch Co. and the Illinois Watch Co., furnish electrotypes of their goods to the trade free of charge? If so, I should like to receive them for advertising purposes.

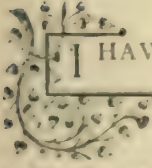
Yours, &c.,

Margaretville, N.S., May 27th, '90.

H. M. HARRIS.

### IT DEPENDS ON YOUR BARGAIN.

Editor TRADER—SIR,

 HAVE a watch that I gave a man one dollar for, because he was hard up and wanted to take the train home. He told me he would send me \$1.50 in a month's time, so as I could send it to him by registered mail, and I could have the balance for interest and my trouble. The month is up. Can I sell the watch and be free from the law? Let me know through THE TRADER, and oblige,


A. BUCKENHAM.

Melbourne, June 19, 1890.

[NOTE.—If you bought the watch outright for one dollar with an agreement to resell it back to the party again in a month for \$1.50, you can legally do so at the expiration of that time. If you only loaned him money on it you had better hold it for some months longer before disposing of it.—ED. TRADER.]

## SENSIBLE ADVICE.

Editor TRADER—SIR:

 AM sorry to see that some one or two in the watch trade are trying to stimulate business in these dull times by offering to sell watches at a bread-and-cheese profit. Now, will these dealers kindly reconsider this matter, when I think they will see that it is very short-sighted and impolitic. They, no doubt, expect to sell so many more by these reductions as to make up for the reduced prices, but how long will they be allowed such an advantage? Others *can* and *will* soon sell as cheap as themselves, when the prices being permanently reduced, their temporary advantage will be much more than lost. Besides, these few lines being so much reduced will soon cause a general reduction on all, and when prices are once down it will be hard to get them up again. Considering the increased expenses in doing business, to say nothing of the great rise in rent and taxes, profits ought to be more rather than less. These remarks are made in no spirit of dictation, but are supposed to be opportune, and in the interests of the trade.


I am, &c.,

Toronto, May 29th, 1890.

A RETAILER.

## THE OTHER SIDE OF THE BOTCH QUESTION.

Editor TRADER—SIR:

 HIS hue and cry about the class to which I belong, "The Botch," must be stopped.


I claim good watches are never brought to us, and the worn out old-fashioned Swiss and grand-father turnips meet with us their just deserts by forever condemning them to the brass foundry. Are we not the friends of the jobbers, inasmuch as new watches have to be bought? And, furthermore, does not the good watchmaker have all the good work, while we have to content ourselves with the fifty years ago productions? We are a much abused class, inasmuch as we have to do a great deal of work because we are not so gifted as members high in the craft, and not knowing what to do, and being scrupulously conscientious and desirous of earning our money, work away at them early and late, which, instead of derision should call loudly to Heaven for sympathy and encouragement. What shall be done with the botch? What rather could we do without him? So let up—let up.

Yours truly,

A POOR BOTCH.

## RIVETING.

Editor TRADER—SIR:

 HE number of bent brooch joint pins, flattened main spring ends, and other bruised and distorted pieces of riveting work which constantly come under the eye of the close observer at the workbench, would lead one to the conclusion that a few practical hints as to the proper way of placing rivets would not be out of place.

In the first place the holes in the different parts through



# GEORGE CHILLAS,

HEADQUARTERS FOR

## WALTHAM

## WATCHES.



FULL LINES OF ALL GRADES AND SIZES.

---

*I make a Specialty of Caseing all 3-4 Plate Movements  
in Silver, Filled and Gold, thus saving the  
Retailer the trouble of fitting.*

---

Original Designs of Engravings procured from best makers  
in the U. S. and engraved on Canadian Gold Cases.

---

SPECIAL QUOTATIONS ON  
CRESCENT GOLD FILLED CASES.

---

SWISS WATCHES.

Repeaters, Split Seconds and Chronographs, also Silver  
and Gold Chatelaine Watches in endless variety.

---

Special Value in Diamonds and Diamond Rings.

---

GEORGE CHILLAS, 18 Manning Arcade, TORONTO.



which the rivet is to pass should be made of uniform size, and should be countersunk on the outer sides. Next, the wire which is to form the rivet should be made to fit tightly, and after being cut off should be filed square across the work and left of just sufficient length to leave material enough to fill the holes when flattened down. These are conditions with which every workman should be familiar without having his attention called to them, still it is by no means seldom that the failure of a job is chargeable to the neglect of performing them properly. Often the trouble comes in when the hammer is being used. The hammer, or the blows struck with it, should never be heavier than the body of the rivet will resist without bending in the length or swelling in diameter until the heads have been properly formed. Then, if the rivet has been left of the proper length, a few smart blows of the hammer will clamp the pieces together and fill the countersinks in such a way that after the heads have been filed down even with the surface, a neat and solid job will be the result.

AD. REM.

## THE SECRETARY OF THE ASSOCIATION HAS THE FLOOR!

Editor TRADER—Sir:

**W**HAT precaution does the Secretary of the Jobbers' Association take to make its price list of movements a price list "For the Trade only?"

In this locality there is a farmer who sells a few watches and claims to be one of these self-made watchmakers, who can repair anything from a Yankee clock to a fine chronometer. His chief occupation is farming, yet this gentleman receives a price list of the Jobbers' Association, in response to a request (I suppose) accompanied by a business card which reads:—"Mr. so-and-so, practical watch repairer and dealer in gold and silver watches." He has never worked a day in a jewelry shop or under the instruction of a jeweler or watchmaker, and his stock of watches consists of one or two which he carries in his pocket and disposes of whenever the opportunity affords itself.

I myself got two price lists, one addressed to the town in which I served my apprenticeship, and which I have left over seven years ago, the other to my present address where I am in business.

To revise the mailing list, I would suggest that all the names appearing in the latest commercial reports as retail jewelers, be put on the list, and all other persons when making application to have their names put on, should give substantial proof (other than business cards), that they are *bona fide* retail jewelers. Before the application should be granted, it should be sent to the commercial agencies for investigation by their agents in the locality where the applicant resides. The jobbers could each get a copy of the list and confine their business to the legitimate trade, by dealing only with persons whose names appear on the list. Hoping to see this question discussed by retailers and jobbers,

I remain, yours truly,

PRICE LIST.

## IT IS INTENDED FOR THE TRADE EXCLUSIVELY.

Editor TRADER—Sir:

**Y**OUR valuable journal, of which the Canadian jewelry trade are so justly proud, is sent regularly to a man in this vicinity who, I think, is not entitled in any way to receive it, for the following reasons:—He has never served an apprenticeship as a watch repairer or jeweler, and has never worked with one at any time. He works a farm and goes around the country in the fall with a steam thresher. He carries one or two watches with him and sells them whenever he can, and also repairs a few clocks and fewer watches at other people's houses, and sometimes takes them home for repairs.

As THE TRADER is intended only for the "jewelry and kindred trades," I do not think he is entitled to receive it even if he wishes to pay for it, and I hope you will make an investigation, and, if convinced that he is not entitled to it, have his name struck off your mailing list.

The reason I think THE TRADER should not be sent to him (and others like him) is, that he receives much information that none but the regular trade should know, as for instance in June TRADER we find on

Page 2. P. W. Ellis & Co.'s ad.:—"Did you get our price list."

Page 3.—Goldsmith Co.'s ad.:—"Our list of watch cases is the closest."

Page 9 —Wm. A. Young's ad.:—"Write for price lists, &c."

Page 45.—Editorial Notes:—"New price list movements."

After seeing these in the THE TRADER, all that is required of the bogus jeweler is to send a bogus business card with "Please send me your price list as referred to in your advertisement in last month's TRADER," and along comes the price list by next mail. I am led to believe that this person got his "Movement Price List" in this way, as he only received it yesterday, while I have had mine for some time. THE TRADER not only tells the bogus jeweler where to get the price lists, but also gives him its influence to secure them for him. Hoping you will give this your consideration.

I remain, yours, etc.,

RETAILER.

[NOTE.—Although the publishers of THE TRADER aim to send it free of charge to every legitimate jeweler in the Dominion of Canada from the Atlantic to the Pacific, they do not propose, and will not send it to any person who can use the information it contains to the injury of the trade. We thank *Retailer* for his letter, and will fully investigate the case, and, if we find as he states, we shall unhesitatingly cut the person complained about from off our mailing list. Any similar cases which our readers may see fit to report to us will be treated in a similar manner.—EDITOR TRADER.]



## Looking Backward,

in 1909, the Trade will appreciate, more than ever, the mutual advantage of having handled first class Gold Filled Watch Cases.

It is one thing to guarantee Cases for a score of years; it is another thing to manufacture, only such goods as render recourse to this guarantee unnecessary.

Crescent Cases are warranted to wear for twenty (20) years as a matter of principle, not of policy; and time demonstrates their unequalled durability.



## THE "GUIDE'S" QUERY ANSWERED.

The President of the American Watch Case Co. has handed us for publication the following copy of a letter sent by him to the editor of *The Jewelers' Guide* of this city, in reply to some unwarranted strictures which that journal has seen fit to make upon the Company he represents:

*To the Editor of the Jewelers' Guide*

DEAR SIR,—In answer to your request in the leading editorial of the 15th inst., asking the *American Watch Case Co.* to explain its connection with THE TRADER newspaper, I beg to say that there is no connection further than that the Company purchase and pay for advertising space the same as any other firm.

We never have had, nor have we now, a dollar invested in it, nor do we control it in any way.

In our advertisement we do not mention the name of any other Company, so we fail to see why you should go out of your way to charge us with decrying the goods of other Canadian makers

The American Watch Case Co. has always placed their goods upon the market under their own name, and exclusively upon their own merits, and they are so satisfied with their superiority that they have no fear of, and never will shrink from any honest competition.


Trusting that you will give this letter an insertion in your next issue,

I am, yours truly,

JOHN N. LAKE,  
President American Watch Case Co.

## LOOK OUT FOR THEM.

*Editor TRADER—SIR:*

 HERewith submit a few facts regarding the burglary of my place in Stayner, on the night of the 17th ult.

Two suspicious characters were seen looking around Stayner on the afternoon of the 17th May, (Saturday). That night (before Sunday morning) my store had been gone through and also a safe cracked in the "STAYNER WHITE MILL" here, out of which \$63 in cash was taken. The safe was an old one, with a combination lock. They drilled immediately on the left side of the dial wheel or half on the dial and half off, inserted a punch or "drift" and drove off the shutter that closed up the lock when locked, it was then no trouble to turn back the bolts and open safe. There was some excitement in the town the next day in the afternoon when the thing became known. On the following Tuesday we heard that a safe had been cracked in Alliston on Monday night. Mr. Fletcher, the owner of the mill in which the safe was, telegraphed to Barrie for the best man they could send, accordingly Constable Sweeney of Barrie went to Alliston and there wired to Sherbourne, Orangeville, Toronto and Hamilton. The burglars were arrested in Orangeville on Wednesday, 21st ult. Brought back to Alliston on Thursday, 22nd. But as no case could be established there for lack of evidence, they having got nothing out of the Alliston

safe. They were taken to Barrie Goal over night and brought to Stayner on Friday, 23rd, when they were committed for trial.

I should have said before that along with the two robberies already mentioned here, they also broke into a shoe shop and took out a pair of shoes, and it was for the shoes they were tried in Stayner, which case alone was sufficient to commit them for trial.

On the 11th inst. they were tried before a jury for the breaking into the shoe shop of Alex. Adair and convicted, and on 12th inst. they were tried for breaking into my store and convicted on both counts. There was not strong enough evidence to go on with the other indictments against them. They were sentenced to five years in Penitentiary each. Of course, you will have seen in the papers of the 17th and 18th insts., how they broke goal at Kingston and are now at large. While they were in goal at Barrie awaiting their trial, a photograph was taken of one of them (Smith), which was sent to the Central Prison, and there identified as Geo. Coles, alias Colwell. Howard is said to be a notorious Buffalo crook.


Very truly yours,

Stayner, Ont., June 19th, 1890.

W. WATSON.

## A SCATHING CRITICISM.

*Editor TRADER—SIR:*

 PERSONALLY we are glad to know that the jewelry trade has grown to such proportions that it can support two trade journals, and we will be only too pleased to see others coming in their order. It is a sign of progress, prosperity and growth in this Canada of ours, but they will be patronized only in proportion to the manner in which they exhibit the spirit of fair play, breadth of discussion, and journalistic honor.

We have received the *Guide* regularly at our office since its publication, and we admit that it is a very creditable paper, and the items we read with great interest. Its future growth depends upon its freedom from rival prejudice, fair discussion, and the liberty to allow its patrons to place such advertisements in its columns as will bring the greatest profit to the advertiser; if not, its future may be counted by days and its advertisers by the aid of an eyeglass.

A paper that has grown steadily from small beginnings and is now looked upon as the text book of the jewelry trade, and that has cemented the craft so closely together as THE TRADER, requires no words of commendation from its readers. We regard it as a friend, and as such we take up the cudgels in its defence. In the last issue of *The Jewelers' Guide*, the first and leading editorial asks *The American Watch Case Company* to explain, and a comment on this required explanation is the cause of my writing. Those who may not be familiar with the question under discussion, will find on page 36 of the June TRADER an advertisement setting forth, as advertisements do, the advantages possessed by the advertisers, who happen to be the American Watch Case Company, then on page 115 of *The Jewelers' Guide* will be found an editorial, the first and foremost, asking the said American Watch Case Company to



# ELGIN NATIONAL



*NEW ISSUE.*

**B. W. RAYMOND**

**NICKEL, OPEN FACE,**

**PENDANT SETTING.**



**UNEQUALLED FOR RAILROAD PURPOSES.**

**C**ORRESPONDING in quality and price with our Nickel Hunting B. W. Raymond movement. Delivery of above grade has already been made to the Jobbers, who will be pleased to supply the Trade.

*General Office, - 76 Monroe Street, Chicago.*

NEW YORK OFFICE, 11 JOHN STREET. FACTORIES, ELGIN, ILLINOIS.

# WATCH COMPANY



explain why it advertises thus, and that by so advertising it deteriorates the quality of other watch case companies' goods, and by way of revenge it tries to side knife the editor of THE TRADER, who happens to have brains enough to be Secretary and Treasurer of the A. W. C. Co. as well as editor. The position causes a smile, and must be a joke. Surely the editor-in-chief of a prettily covered, well put together paper such as *The Guide* cannot be in earnest. Imagine an advertisement in *The Empire*, setting forth the great and lasting advantages of Burdock Blood Bitters causing the chief of *The Globe* to step down and ask the said B. B. B. company to explain why they claim so much for their life-saving restorative, and in a leading editorial to comment thereon and pour venom on the editor for allowing a firm to praise their own goods. Surely they would not be expected to praise everything in general, and because they set forth their own claims, for which privilege they pay, they insinuate that everything else is bad and poisonous. Even the grits would think that a vacancy in the ward in our asylum would soon be occupied by their brainy chief. Does the *Guide* forbid the advertiser from making statements concerning his wares? Imagine the first and foremost article in the paper calling especial attention to the American Watch Case Company's goods. Would it be possible that *The Guide* has a quiet interest in the said Company; does he own any stock, is he interested in their profits? What can it mean? I wonder if these other watch case companies that are mentioned are really doing the square thing? Is it possible that conscience has been awakened? What is it all about? Is *The Guide* the organ of these other watch case companies? Why does it put itself about to call down the A. W. C. Co. and advertise their goods? Truly the position is a unique one. Supposing it should have been incubated in the interests of one or both of the other watch case companies. This is where we take our position, and here is where we take up arms to defend THE TRADER, by stating that the advertisement that appeared in THE TRADER, put in and, I suppose, paid for by the A. W. C. Co., is not very far from the mark. Do these smaller companies suppose they can out-rival an old company, with abundance of capital, excellent machinery, skilled workmen, long experience; if so, do these things count for anything? Can it be denied when we say that the A. W. C. Co.'s goods stand first to-day in Canada? Then is the advertisement deceptive; is the company astray; is THE TRADER "ad." wrong? The other companies are doing good work and making rapid progress, but if *The Guide* is their organ we must tell it that it must go slow. The other companies must wait and work, and time will tell if they win; they take second place, and they must own up to it like men. The retail jewelers cannot be deceived by advertisements or editorials; they know the best work and they will only be too glad when we reach the time that we can boast of three or more good companies instead of one.

Mr. Guide, you have caused us some merriment if you have barked up the wrong tree, and all we say is don't do it again. I have no interest in the stock of the American Watch Case Co., or the TRADER publishing Co., nor am I acquainted with the proprietor or editor of *The Guide*, and I trust that they will accept my criticism and regard it as the impartial view of one simply looking on. I enclose my card and remain,

Yours truly,

EYE GLASS.

## PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCISEUR.

### THE DUPLEX ESCAPEMENT—CONTINUED.

(498) In selecting an escape wheel, we have to find one in which both the repose teeth and the impulse teeth are suited to the watch. Only the former can be considered here. The impulse wheel will be treated in our next article. In fitting a repose wheel we can go by the old one, if that was known to be correct, and the roller is left. If its correctness is uncertain, we can draw the entire wheel and roller action, making the line *de* some convenient multiple of the centre distance in the watch, and, when done, by reducing the diameters of the wheel and the roller in that proportion, we have the correct size for the part which is gone, and a test for that which remains. In doing this, we consider the nature of the train, and the strength of the motive force, and choose a size for the roller which is likely to produce the best results, according to previous directions. Suppose that we prefer a roller  $\frac{1}{8}$  the diameter of the repose wheel, (485). Then the centre distance *de*, Fig. 31, will be  $\frac{1}{2}$  the diameter of the wheel, plus  $\frac{1}{8}$  of that amount for half the diameter of the roller, less the amount of the intersection of the wheel and roller circles. In other words, if the diameter of the repose wheel is composed of 32 equal parts, the distance *de* will be 17 of those parts, less the intersection.

(499) The intersection of the wheel and roller circles, although minute, is most important, for upon it depends the amount of the small-lift, and the safety of the whole escapement. Although so minute, it cannot well be increased, for the central hole of the roller must take up a considerable part of the diameter, the notch must be less than  $\frac{1}{2}$  of the remainder, since we must not cut too near to the hole, and finally the point of the tooth must not come too near to the bottom of the notch when passing. On the other hand, any lessening of the intersection lessens the safety of the locking or repose of the tooth on the outside of the roller, which is very shallow at the best. permits the tooth to come nearer the edge of the notch when on the repose, increases the power of its pressure against the roller, and the risk of springing the staff and forcing its way past the jewel without performing its proper function,—a risk which is considerable at all times, and especially when the mainspring is fully wound up and the maximum pressure is conjoined with the effects of accidental jars and springing of the staff. When the repose tooth is on the line of centres, the intersection is variously put at from  $\frac{1}{8}$  to  $\frac{1}{4}$  the diameter of the roller.

(500) We will adopt the maximum figure, as it is easy enough to make the wheel a trifle smaller if necessary, and we shall err on the side of safety. Taking it at  $\frac{1}{8}$  the diameter of the roller, that is equal to  $\frac{1}{4}$  the radius, and the distance *de* will be 16  $\frac{1}{2}$  parts. Having measured *de*, we divide it by 16  $\frac{1}{2}$ . we find *de* to be 83  $\frac{1}{2}$  millimetres. dividing that by 16  $\frac{1}{2}$ , we get 5 millimetres for the radius of the roller. We set the dividers to that distance, and with one point at *e* we draw the roller circle. Setting them to  $5 \times 16 = 80$  millimetres, we draw the repose wheel circle. We then draw lines *ea*, *ea'*, through the crossings of the two circles, and measure the angle *aea'*. If it is 30°, (or about 50° for the Chinese duplex,) we have only to reduce the radius of the roller or the wheel in the same



# EDMUND SCHEUER

**SNAP LOT No. 1.**

**\$5.00**

6 DOZEN ASSORTED GENUINE AMERICAN HANDS.  
6 DOZEN ASSORTED STEEL SWISS HANDS.  
6 DOZEN ASSORTED COMPOSITION SWISS HANDS.  
6 DOZEN ASSORTED SWISS MAINSPRINGS.

SUBJECT TO 6 PER CENT. DISCOUNT FOR CASH.

**TORONTO.**

AMERICAN <sup>AND</sup> CANADIAN

**FILLED CASES**

AT LOWEST PRICES.

WALTHAM, ELGIN, COLUMBUS, N. Y. STANDARD, LEADER AND PRINCESS  
MOVEMENTS.



proportion as *de* is greater than the centre distance in the watch. If it has 30 times the centre distance, divide the length of either radius by 30, and we have the proper semi diameter of that part. This method may therefore be employed for selecting both the roller and the wheel.

(501) If we have either of these, and wish to find the other to correspond, we may also measure the centre distance between the pivot holes of the balance staff and the escape wheel, with the pump-dividers, (339, 341,) increase it 30 times and mark it off as *de*. Then get the semi-diameter of the part that is left, increase that 30 times, and draw the proper circle, from *d* or *e* as the case may be. Next draw the lines *ew* from *e*, and finally draw the other circle, passing through the crossings of the lines *ew* and the former circle. In this way, having either part we may find the corresponding suitable size for the other. This requires no estimation for the intersection, and but little drafting. If we have the old roller, we may find a suitable repose wheel without drafting, as follows: Measure the centre distance, and take the distance between the divider's points on some scale. Then find the diameter of the roller, by the same scale, and diminish it by say  $\frac{1}{10}$  for the intersection. Deduct  $\frac{1}{2}$  of the remainder from the centre distance, and you have the radius of the repose wheel, at the extreme points of the teeth.

(502) In measuring the diameter of an escape (repose) wheel with 15 teeth, on the scale, the odd number of teeth prevents our getting it directly, for we have to measure from the point of one tooth, across the centre to a straight line touching the points of two teeth, which makes the apparent diameter a little short. But by adding one one-hundredth of this measurement we have the real diameter. For instance, the measurement on the scale is 150 French lines; count two figures from the right and place a decimal point, (which is equivalent to dividing by 100), and we have 1.5 lines, as the difference between the distances to the *arc* between the two teeth and to the *chord* of that arc. Adding this to the former, and we get 151.5 lines for the real diameter of the repose wheel with 15 teeth. As already stated, it is safe to always take a wheel a trifle too large, so that, if not perfectly true after staking on the pinion, the teeth can be dressed off a little to equalize the wheel; and also when finally tested in the depthing tool, if necessary. If the teeth are too blunt, or not properly shaped for working freely in the notch, they should be shaped up—preferably with the cutting engine; but it can be done by hand, with care. The method of determining the proper size for the impulse wheel is deferred till we have considered the wheel and pallet action.

(503) The roller and repose wheel being properly fitted and in the watch, and the teeth being free in the notch, (487, 470), we test the small lift, and put the escapement in beat. If the centre of the notch has been fitted under one of the balance arms, as before recommended (496), it is very easy to adjust the escapement without looking at the roller. Press your oiling wire (or any similar elastic wire) against the fourth wheel, to take all pressure from the mainspring off the balance and notice the position of the balance arm above the notch, when at a free rest. It should stand exactly over the escape wheel pivot, and the wheel will be in beat. Then, with the wire pressing lightly against the inside of the balance rim, move the balance very slowly to the left until the tooth is seen to drop (into the notch), then move it to the right till the tooth drops again,—out of the

notch. The distance between these two extreme positions of the arm gives the small-lift, or angle through which the balance must move for the impulse wheel to clear the roller. This angle can be measured by the angle-meter (527) or by calculation (308, 340). If this angle thus formed is  $30^\circ$ , (or any other amount intended for the small-lift,) the result of our labor proves the correctness of our estimations and fitting.

(504) When the watch is in beat, the position of the balance arm, at a free rest, should be midway between the two extreme positions above noted. The centre of the notch will then be in the line of centres, (or the straight line extending between the centres of the balance staff and the escape wheel), and the notch will travel an equal distance from the point of rest to receive and discharge the tooth. This is the rule and should be followed in all ordinary cases. But under certain circumstances this rule is disregarded by some workmen. When the mainspring is too narrow and weak, or the small-lift too great, so that the escapement is liable to set, the notch is caused to stand to the right of the line of centres when at a free rest, by moving the hair-spring collet properly. This enables the repose tooth, by a very slight motion of the balance, to complete the small-lift, and bring the more energetic large-lift into action. That is to say, we put the escapement out of beat, more or less, to favor its weakness and remove the liability to set. On the other hand, if the mainspring is very strong, the notch is moved to the left of the line of centres,—sometimes so far that the repose tooth will actually drop into it while at the point of rest. The effect of this is that the tooth is required to move the notch over a larger angle, from the point of rest, in order to complete the small-lift and escape, than would be required if it started from the line of centres,—thus opposing the resistance of the hair-spring to the excessive pressure of the tooth, and also of the impulse finger when that comes into action.

(505) But neither course can be considered proper, unless the defect it is designed to remove cannot well be corrected. For instance, if the motive force is simply weak, the proper course would be to substitute a stronger spring, or remove obstructions in the train, if any. But if the train is in good condition, and the size of the roller corresponds to the weak motive force, (482), and the size and weight of the balance are suited to both, then it may be justifiable to ease the action of the escapement as described. When the small-lift is too great, it can be diminished by lessening the depthing of the repose wheel in the roller, if both pivots of the escape wheel are carried by bridges or moveable plates. In the same way, the small-lift will be increased by setting the escape wheel towards the roller. In either case, the bearing between the fourth wheel and the escape pinion will be simultaneously changed, and should be corrected if defective. The escape wheel should not be set up or back by moving one bridge only, as that would change the height of the tooth in the notch, and throw the pinion out of vertical.

(506) The "impulse drop" of the escape wheel, from the repose tooth leaving the roller notch till the impulse tooth strikes the finger, should be about  $10^\circ$ , measured on the finger circle. (See Figs 32 and 33). The point of the finger having got well within the circle of the impulse teeth, the action will be safe. But if the drop is less, the tooth will be more liable to strike on the point of the finger, which is just passing inside



# THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWELLED, SIX SIZE, NICKEL MOVEMENT, KNOWN AS  
No. 149.**

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## THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWELLED, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,

KNOWN AS No. 120.

---

## THE ILLINOIS WATCH CO'Y

Will Next Month place upon the market a Movement

PARTICULARLY ADAPTED TO THE CANADIAN TRADE.



of the circle, *yy*, (Fig. 33). Besides this, the friction of the tooth against the finger is greater, commencing further from the line of centres, and in a direction more oblique, and the wear of both finger and tooth is increased. However, as far as safety is concerned, if the motive force is weak or the vibrations of the balance are quicker than usual, (18,000 per hour), the drop may safely be less than  $10^{\circ}$ , for the slower motion of the wheel as compared with that of the balance will prevent the tooth from overtaking the finger too soon. But, as the vigor

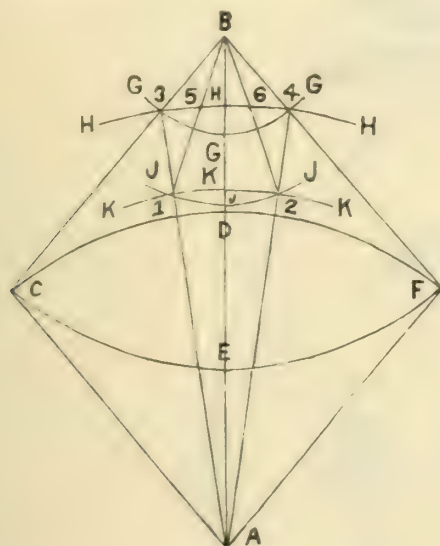


Fig. 32

of the motive force increases, urging the tooth forward more quickly, the finger must have a greater start in advance of the tooth in order to attain a safe depth in the impulse circle *yy*, before the tooth reaches it. The maximum and standard drop may be considered as  $10^{\circ}$ , and the minimum  $5^{\circ}$ .

#### THE WHEEL AND PALLET ACTION.

(507) Having fixed upon the sizes of the repose wheel and roller, the amount of small-lift, impulse drop, etc., we arrive at the wheel and pallet action, for which we have to determine the diameter of the impulse wheel, the length of the impulse pallet or finger, the large-lift, etc. All these points are governed by the proportion between the sizes of the repose and impulse wheels. As the finger must make a part of its vibration between two impulse teeth, in order to clear them, its length must be controlled by the diameter of the impulse wheel. Any change in the size of the wheel must be accompanied by an inversely proportionate change in the length of the finger, if the same centre distance is preserved. And the proportional sizes of both wheel and finger will depend upon the extent we decide to give to the large lifting, or in other words, the arc through which the tooth is to propel the finger.

(508) In planning the wheel and pallet action, as there must be an impulse tooth exactly midway between two adjacent repose teeth, (or pairs of teeth), the number of teeth in the impulse wheel is fixed by that in the repose wheel. But the diameter of the impulse wheel and the length of the finger are yet left to our discretion. The repairer must often select a new escape wheel out of a lot having different proportions, or even make a new one, adapted to the particular case. We will therefore consider the effects of varying the relative sizes of the parts of this action. By examining Fig. 32, we shall see

1st, that the greater the number of teeth in the same size of wheel, (and with the same centre distance), the shorter the finger must be, and *vice versa*. *A*, is the centre of the wheel, and *B*, of the balance staff. If we suppose 3 and 4 to be impulse teeth, the finger will reach from *B* to 4, and its point will revolve in the circle *G, G, G*. But if the wheel had three times as many teeth, say at 3, 5, 6, 4, then the finger could only reach to 5 or 6, since it must not touch them while vibrating. Consequently, the fewer the teeth in the impulse wheel, the greater the large lift will be. The following sections will be understood to refer to wheels having fifteen (single) teeth, which is the number generally adopted. Their application to the Chinese duplex will readily be seen, by making the requisite allowance for the different conditions.

## SELECTED MATTER.

### JIM SMITH, THE JEWELRY DRUMMER.

#### CHAPTER II.

THE DETAILS OF THE CHEROKEE WATCH CLUB—A DISAGREEABLE RIVAL ENCOUNTERED—THE DIFFERENCE IN EMPLOYERS—THE ENDLESS DETAIL AND HARD LABOR WHICH A DRUMMER FOR A JOBBING HOUSE FINDS.

WILLIAM COOPER IN *The Manufacturing Jeweler*.



TRUE to his word, Jim Smith sat up that night till the "wee small hours of morning," framing and concocting the new club rules and regulations.

"The Cherokee Ladies' Watch Club" was to have a membership of fifty, with weekly payments of one dollar each. Gentlemen were not eligible for admission, and only ladies' watches would be sold. Madame Hockstader smith was to be president and treasurer, and the weekly drawings and general business was to be conducted every Thursday afternoon in her own best parlor. The watch was to be "an extra jeweled Columbian Watch Co's movement in a 14k. diamond jeweled case."

There was a proviso that should the member prefer a diamond ring instead, she could have her choice accordingly.

Armed with his night's labor, Jim paid his morning's late well visit to both Mr. and Mrs. Green, deposited the papers with Mr. and Mrs. Hockstadersmith, and was just on the point of leaving when his great competitor, Harry Snide, entered the store.

"Hullo, Smith; what, just off?" adding in a sarcastic, sneering tone, "don't go yet. You know I won't interfere or hurt you. Now would I, Mr. Hockstadersmith?" as he turned to that worthy for his acquiescence.

"Well, I vas not know. Dis much I vili say, dat Smith



# - - OUR NEW - - SOLDERLESS COLLAR BUTTON

Made under S. COTTLE CO. Patents, 12 kt., 1-10, Rolled Gold Plate.



IS THE BEST VALUE IN THE MARKET.

OUR LINE OF - -

## BRACELETS

Is Larger and Cheaper than ever.

Lace, Brooch, and Cuff Pins in endless variety.

The above goods are all made of High Grade Rolled Plate. Ask your Jobber for them and take no others.

S. E. FISHER & CO.,

NEW YORK OFFICE,

41 MAIDEN LANE.



is a mighty fine poy wid a great pig head, and wid someting in it, and dat's more dan I can say for you."

Laughing heartily at the crest-fallen Snide, Jim made off and was soon on his way, whistling along towards his next stop.

Now Mr. Snide was in his own estimation a great man. Tall and lean, twenty-eight years of age, his general appearance was gaunt and awkward, with a peculiarly mean, ill-favored cast of features, as though Dame Nature, cross with herself at her own misproduction, had stamped him misanthrope, a cynical, snarling cur, eaten up with the egotism of his own conceit. It may appear strange to some that such an individual should have been selected to represent so large and high class a house, but such was the case, and can only be accounted for on the broad principle that extremes sometimes meet.

The firm that Mr. Snide was travelling for was similar in every detail to that of Smith's, only they were much larger and carried on a much more extensive business. Messrs. Alfred Goodman & Co. were accounted the very topmost firm in the trade, and hence, Snide had a much easier and more profitable position than our friend of Jobson, Watchem & Screwit. Mr. Goodman had been an old traveler himself. He was kindly, geniality and generosity itself, esteemed and beloved by all who knew him, liberal and fair in dealing with the clerks. Herbert Snide carried the finest and most varied stock on the road. He had much more liberal expenses allowed him, while the house treated their customers with every leniency and consideration. The great difference between the two men and their business relations laid in the fact that it was the first mentioned who sold the goods and not the house, while in the latter case it was the house that sold and not the traveler.

It was ten thousand pities that a happy combination in each case could not be arrived at, but such it was. Snide was pompous, overbearing, proud and mean. Scrupulously particular in his dress and person, one would at first sight have mistaken him for an elegant and refined gentleman, but on closer contact the analysis disclosed a very poorly educated, small-minded, ignorant man, evidently tolerated by his firm out of kindly good feeling.

Just in proportion as Smith was esteemed by his fellow travelers, so was Snide disliked. Many were the good and generous acts of Jim, while those of "Duddy Bert" were equally as much beneath contempt. Many of the boys would not speak to him, as he was continually misrepresenting what they had said. On more than one occasion he had falsely given it out that Smith was laid up, or was "not coming that way, this trip," thereby trying to secure any business that might be reserved for Jim—dishonorable, unfair means that no honest traveler would dream of resorting to, and consequently, as this became known, so did it earn him the contempt he deserved.

"Ah, let me see, said Snide, as he entered Green's store, "you have just had the great and only Mr. Smyth here."

"Yes," replied Mr. Green, going on busily with his work.

"I see he seems to be very thick friends with the old Dutchman. Hardly fair to you, eh, old man?"

"And why not, pray?" quickly retorted Green.

"Well, because I have heard the old beggar say that he would freeze you out, even if it cost him all he was worth to do so."

This was a mean attempt on Snide's part to curry favor

with Green, with whom he had always considered himself as first favorite. Continuing in the same strain he told him that Smith was doing a mighty mean thing, selling the Dutchman goods under regular prices, so that he could undersell and cut out Green, and was filling Hockstadersmith's head with whole packs of lies about him.

At last the storekeeper turned on him. "Mr. Snide," he exclaimed, in a passion of anger, "it is you who is telling the lies. Leave my store, sir, and if I want any goods of your firm I will write them direct for them, but a man like you I'll have no more dealings with whatever."

This both awed and alarmed Snide. Coward-like, he wiggled out of it as best he could, and ultimately left the town with neither sales nor orders.

For several days both men pursued their trip, neither meeting the other, though several times nearly doing so.

In the meantime Jim had received a package from his house enclosing three samples of the new "Flukellem" filled case. The 18 size hunter was very attractive in appearance, a nice finish, with a gold color. The shape was all that could be desired, flat, neat, and arranged so that it could be turned into an open face, if so desired.

The maker's guarantee inside described it as being made of "Two thick plates of metal, with a gold plate between, being the cheapest solid case of the kind for the price, and warranted to wear for ninety-nine years."

"Ha, ha," exclaimed Jim, "same old thing, same old style, only a gold plate on the inside this time between the two metal plates; of course, it will wear for ninety-nine years; don't they think themselves smart. Well, what's this?" as on further investigation he drew forth from the package three complete watches, with a note from the firm telling him how they "had been successful in purchasing at a much reduced price, the whole of the celebrated "Kalamazoo" watches, series 'X,' 'Y,' and 'Z,' and trusting he would be able to secure some large orders for them." Now the usual price of the "Kalamazoo" watches, both ladies' and gentlemen's, was \$3.50, but Messrs. Jobson, Watchem & Screwit's large purchase enabled them to place them on the market at \$2.75. Smith made a big push with his new "special," and sent home large orders.

Snide soon heard of his rival's success, and wrote home to his firm to try and follow the example of Jobson, Watchem & Screwit, as he was thereby losing his hold on the trade. It was not long before he received an encouraging reply from his house saying that they had procured the whole of the stock, at an immense reduction, Tittle-bat & Titmouse's "Conundrum" watch, which they could sell at half its original price, viz.: \$1.50.

Snide's hard features almost merged into a smile when he thought of the fun he would have in cutting and underselling Smith, but even greater was his joy when he found that the firm had sent him a sample of the new "P'rap's" filled case, for which they were to be the "sole wholesale agents." Now, at first, he was puzzled to know what really was the chief point of merit in the "P'rap's" filled case. He cudged his brain (save the mark) in vain, and at last was forced to give it up in despair, concluding that as it looked all right it must, of necessity, be so, especially as the accompanying certificate bore the usual stereotyped guarantee: "The outside layer of this case warranted to be of solid 10k gold."



# MONTREAL WATCH CASE COMPANY

Address : P. O. Box **1093.**      Factory : White's Lane, off 123 Vitre Street, **MONTREAL.**



## TO THE TRADE

In thanking you for the very liberal patronage extended to us so far, and asking for a continuance of your favors, we would call attention to some of our special styles.

**Princess or Filed Shell Cases,  
Howard Style Cases,  
Pateck Phillippe & Co. Cases.**

N. B.---We guarantee our production equal in quality, style and design to any case produced in the market, including American or Swiss.

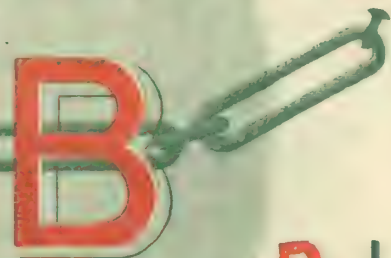
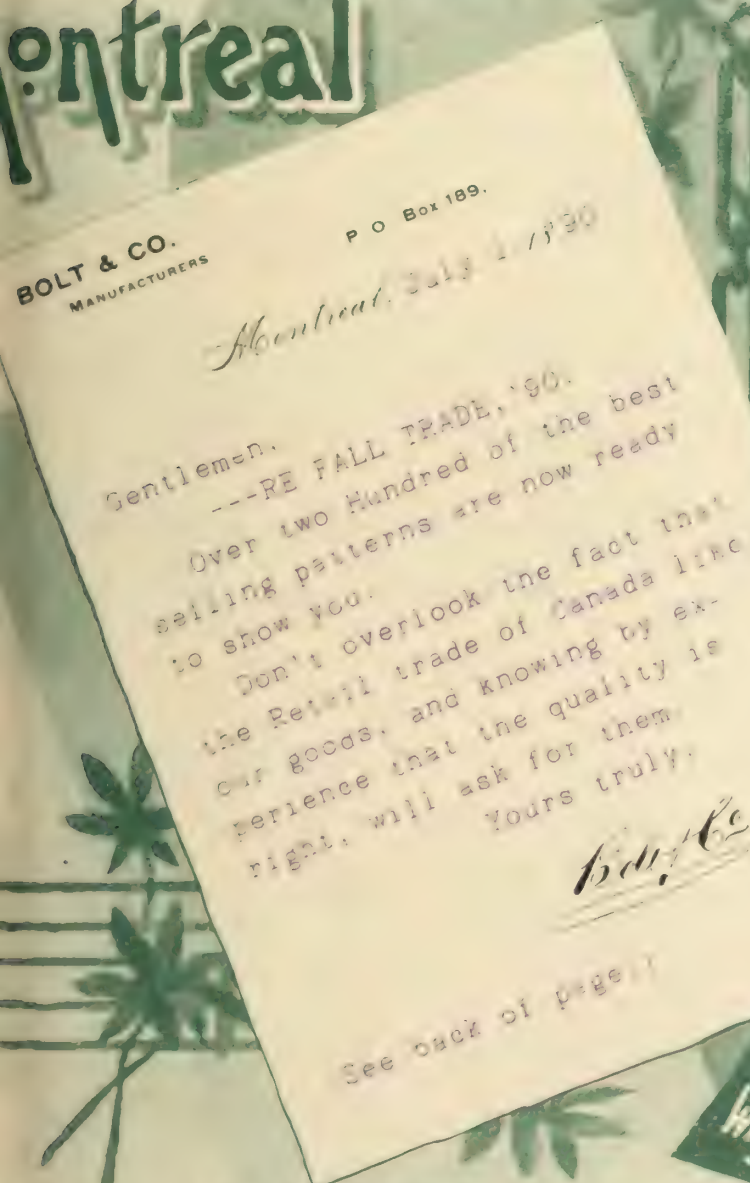




# BOLT & CO. of FINE

## WHITE'S LANE ROLLED PLATE CHAINS

off Vitre Street,  
Montreal



We claim for our **B** chains

### PERFECTION,

and will fully guarantee  
the Quality of  
every chain made by us.



WE HAVE REGISTERED AT OTTAWA THE  
TER **B** FOR ROLLED PLATE CHAINS  
ALL GRADES MADE BY US, AS WELL AS THE TAGS



THE  
"B"  
CHAIN | **BOLT** **AND** **CO** | THE  
"B"  
CHAIN

MANUFACTURERS OF FINE ROLLED PLATE CHAINS, MONTREAL.

---

"re Fall Trade, 1890."

Request the earnest consideration of the WHOLESALE TRADE to the following important points:

The Retail Trade of the Country like THE STYLE AND FINISH OF OUR GOODS and KNOW THE QUALITY TO BE AS REPRESENTED.

Our line of samples comprising over TWO HUNDRED of the BEST SELLING PATTERNS both in 14 k. and 10 k. is NOW READY to show for fall orders.

We have adjusted prices to as close a margin as possible--TO GIVE YOU THE ARTICLE AS WE REPRESENT IT--and these Prices you will find, upon comparison, much lower than any makers' goods you have to import of a SIMILAR QUALITY.

We trust in view of the above facts you will place no order till you have seen what we are prepared to show you. You will most certainly be studying your own interests by so doing.

July 1st, 1890. The "BOLT" Factory, White's Lane, Montreal.



Thus, the "Kalamazoo" and "Conundrum" watches soon obtained a wider and more extensive reputation and notoriety than they had ever enjoyed before.

Some few days after his receipt of the new samples, Snide ran across Jim in a mutual customer's store. He was at first chary of "crossing swords" with Jim, but before many minutes were over, the old spirit of sneer and snarl predominated, and he tried to make Smith out for a laughing stock to the customer. By no means vexed, Jim turned to him and said:

"Snide, I want to ask you a conundrum. Why is a dead dog's tail like your 'Conundrum' watch?"

Of course he gave it up. Then Smith replied; "Because it cannot wag."

"I want to ask you another about your 'P'rap's,' or more correctly speaking, your wonderful 'P'rap's' case. What is the difference between that and yourself?" Again Snide gave it up, and Smith emphatically answered "None."

This was more than the high-toned representative of Messrs. Goodman & Co. could stand; so hurriedly turning on his heel, he left the store. As he did so, the genial little traveler for the great Miraculous Silverware Plate Co. entered the store. After mutual salutations, he asked the customer if he had heard of the new move by the Silverware Combination. "No," answered that gentleman, "what is it?"

"Why another ten per cent. discount, making our full discount from list prices fifty, fifteen, ten, five, six, five, with an extra six for cash."

"Why, Great Cæsar's ghost, man, how can they make that pay?" "Well, I don't know," replied the traveler, "but, anyway, on the strength of it they have just advanced all our salaries seventy-five per cent., and I hear that the American clock companies are going to allow even a five per cent. more."

These were great times for the watch and jewelry trades; the spirit of competition had become so fierce and keen that the small man was either "froze out," or if lacking capital could not fail in coming to grief; while the large concerns had to resort to all sorts of schemes, tricks and dodges to keep themselves afloat, and their trade from going elsewhere. Hence, all these illegitimate, crafty tricks, which were fast demoralizing and ruining the trade, and producing the fearful result of mistrust and doubt in the minds of the retailer and the public.

It was now approaching the dark and cloudy days of mid-autumn. The Indian summer had come and gone, James Smith was still energetically pushing on. His sales showed a considerable increase over those of the previous year; his application to business was indefatigable, for unlike travelers in other trades the watch and jewelry traveler never has any spare time. His is one incessant whirl of travel, toil and endless detail. The responsibility of his trust can never be realized by anybody but himself. Those precious trunks demand his constant thought and ever-present care. No matter where he is, in customer's store, the train, or in the bedroom of an hotel, his eyes must work with his mind, watching that nothing is left out, that they are safely locked, and that the bedroom is secure, and its locks and window fastenings are good and in working order. See how he tries the key and peeps beneath the bed. He could make your hair stand on end by tails of adventure and narrow escapes from danger and robbery. His work is

never-ending, for when goods are sold, he delivers, and consequently has to enter them in his day-book, from which he makes his invoice; then when writing home he has to specify by order what goods he wishes repeated, etc., and on receipt of the same has to check over the list and sort them into stock. Nor is his work ended here, for frequently, if he is fortunate in getting a spare hour, on Sunday, he invariably spends it in going through his trunks, re-arranging, re-adjusting, and cleaning up his stock. Don't be angry, good Christian friend, for it is a necessity that cannot be helped as he has no other spare time. The amount of details in the watch and jewelry jobbing trade are colossal, the thousand and one different articles and their ever-changing prices, the continual change of style, patterns and fashions, with the many and various alterations always being introduced by the whole army of manufacturers, its, "closing outs," "rebates," and reductions add much to the traveler's labors and daily toil.

No class of salesmen suffers so much from the inconveniences of travel as he does. His trunks and himself must occupy the same sleeping apartment. This often incurs great hardship to himself, as when arriving by late trains, or trains early in the morning, he has frequently to assist the angry and annoyed porter, in getting them up-stairs, while the clerk and others around cannot understand why he is so particular and "durned fussy."

Nor is he behindhand in getting over the ground. As a rule he can cover it just as quickly as other men do without any samples at all. The marvel is, how he does it, but he does. The inconvenience of "sleeper" travelling on night trains is the same to him as though he were between the sheets on a bed of down. Very, very often in the process of "making time" and in "saving a day," he has to rise at two, three or four o'clock in the morning, or as frequently arrive in a town at the same unearthly hour; or has the misery and agony of having to wait at some rough roadside junction for the connection, with no hotel no shelter, the train hours behind time, keeping himself warm and killing the long dreary hours as best he can. Then when he arrives at his destination he frequently finds the hotel "plumb full," and is forced to sit up the remainder of the night or morning in preference to sharing a room with a stranger. He could tell you of rushed and hasty meals, the "snatch of lunch," and how, to appease the gnawings of hunger, or for the purpose of saving time, he is frequently forced to dine upon fusty, frowsy apples and bananas bought from the railway newsboy, and yet you find him always good-tempered, good-natured, smiling and obliging.

Such was the daily and everchanging experience of our mutual friend, Jim Smith, whose further progress and numerous adventures we must leave for future numbers, later on.

---

ISAAC PITMAN, the inventor of phonography, is a hoary-headed man, with a scholarly stoop, and still presides over the Phonetic Institute at Bath where he has resided uninterruptedly for more than half a century. He is rising 75, yet he supervises a correspondence of 30,000 letters a year, besides editing *The Phonetic Journal*, and compiling the numerous books which he annually publishes. The "Grand Old Phonographer" is in spite of his years, a staunch vegetarian, teetotaler, and non-smoker, and is to be found at his desk every morning at six o'clock.



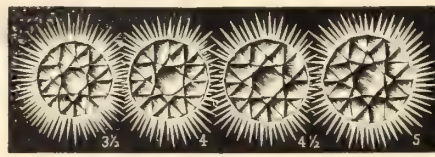
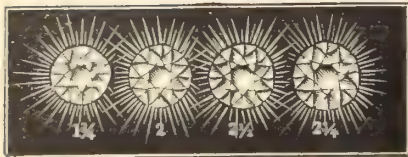


# MAX SAUNDERS,

DIRECT IMPORTER OF

## DIAMONDS - AND - PRECIOUS - STONES,

75 YONGE STREET, TORONTO.

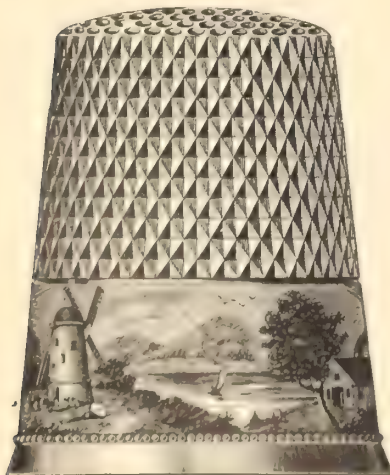


An Assortment of Mounted Goods Always on Hand. Goods sent on Approval to Responsible Dealers.

# SIMONS BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

*Canes, Thimbles, Jewelry, Chains, Umbrella Mountings*



## WATCHES AND DIAMONDS

Established 1840.

TRADE  MARK

611 & 613 Sansom St., 618 Chestnut St.,  
PHILADELPHIA, PA.

N.Y. Office, 20 Maiden Lane.

Address all Orders to Factory.

*Our Canes and Thimbles for sale by  
Leading Jobbers.*



No. 573. 7 1/8 in.



## A CANADIAN HOROLOGICAL SCHOOL.



THE opening of an Horological School in any Canadian city is an event of such importance to the jewelry trade of this country, that the **TRADER** felt that it would not be doing its whole duty by its readers unless it took some special pains to give them a tolerably correct idea of the kind of institution it was, and such other information regarding it as might prove at once useful and interesting.

To this end we, one day last week, called upon Mr. Edward Beeton at his office, Leader Lane, and stated to him our wish, when he at once arranged, in compliance with our request, that we should be allowed to inspect the workings of the School at an early hour the next day.

Punctually at the time appointed, the **TRADER**, in company with Mr. Beeton, visited the new institution, and were very much impressed with the sound, practical basis on which it has been established. Taking into consideration that plenty of good light is an indispensable feature in this connection, Messrs. Beeton & Playtner have secured probably the best location for the purpose in Toronto. Their premises being directly opposite the grounds of St. James' Cathedral, they obtain the north light, unobscured by any building, and as the front is of plate glass, about 25 feet wide, by 12 feet high, the light is perfect. The view of the Cathedral grounds as seen from the window is very fine, and the students have only to look up to their left to see not only the highest church steeple in America, but also the second largest clock in the world.

The school was opened about two weeks ago with two students, Mr. J. Kinraid, of Chicago, and Mr. A. Zilliax, of Listowel, Ont., both of whom have already spent several years at their business. With a sectional drawing of a watch movement in front of each of them, they were hard at work on the construction of a watch. Mr. Zilliax states that he never used an American lathe before attending this school, and although he has only been at work one week he has already got both plates turned to size, and thickness, the centre and 4th pivot holes located and drilled, the pillar and plate screws made and fitted, and is proceeding to calculate, make and fit the barrel and centre pinion and the stem-winding.

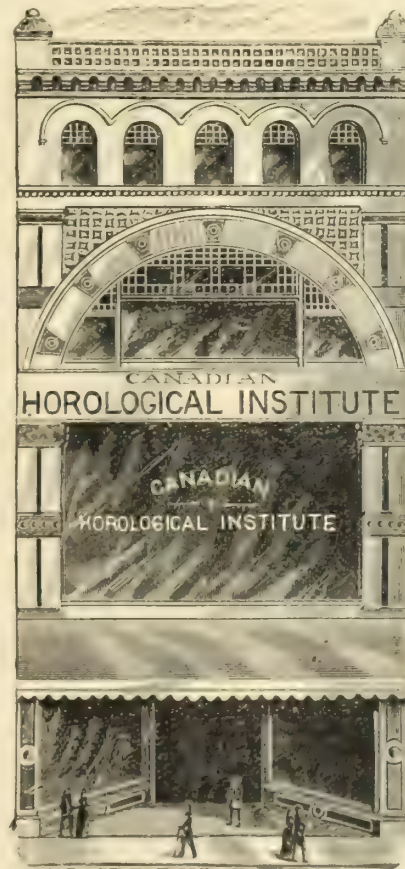
Students taking a full course will, in every instance, construct a watch, not with automatic machinery, but by their own head and hands, assisted by the use of the regular size Ameri-

can watchmaker's lathes and attachments, such as are found on every first-class watchmaker's bench. Students will own the watch they construct, also all the devices and attachments they may make to aid them while doing so.

Mr. Beeton informs us that they are getting a large lathe for doing the heaviest plate work, and getting out the brass and steel blanks for the barrels and stem wind works. They are also negotiating with an electric motor company with a view to putting in light power for driving the heavier lathes, emery wheels for grinding their gravers and cutters, and for running their scratch-brushing lathe. Large models of escape-ments and trains are under construction for future use in demonstration, and in fact they are putting forth every effort to make the institution a big success and complete in every respect.

That there is an opening and a necessity for an Horological School in Canada there is no doubt, and watchmakers, more or less inexperienced, will doubtless be glad of the opportunity provided, where they can improve themselves satisfactorily without loss of time and at a moderate expense.

Already correspondence is coming in from all sections of the country asking for prospectus, terms, etc., and the prospect is that inside of a month the School will be rapidly filling up. We are assured that no expense will be spared, and nothing left undone to provide every facility and opportunity for the improvement of the students that may decide to patronize it.



## THE DIAMONDS OF MARS AND RACHAEL.

On one point of theatrical display the French public is singularly indifferent. Magnificent jewels produce very little impression upon a French audience when worn on the stage. It is said that the reason for this indifference is the exceeding perfection to which the manufacture of imitation jewelry has been brought in

the present day: for though Miss A. may appear loaded down with diamonds that cost a fortune, Miss B. will make quite as much effect, blazing with artistically set rhine-stones of no particular value.

The wearing of real jewels of great value has ceased to be considered an attraction on the dramatic stage of Paris, and they remain unnoticed if they are displayed. Adelina Patti alone is now advertised in Paris by the splendor of her diamonds. This has not always been the case, however. Both Miss Mars and Miss Rachael were famed for their gorgeous jewels, and the announcement that either one of these ladies would appear in a certain play "with all their diamonds" always attracted audiences of extra size. —E.V.



*“You Cannot Check Manitoba.”*

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## NO GOODS AT RETAIL.

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*Some of our would-be competitors have been dishonest enough to try and injure our business by stating to our Customers that we sell goods at Retail.*

*Now, we wish it distinctly understood that we protect our Customers, always have and always intend to do*

## ONLY A WHOLESALE TRADE,

---

*Belong to NO COMBINATION, and sell goods to suit OURSELVES and our CUSTOMERS.*

*We have now removed to our large and commodious new premises at 433 and 435 Main Street, where we shall be pleased to see you when in our city, and show you the finest Wholesale Jewelry Warerooms in Canada.*

*Yours truly,*

*Winnipeg, Man.*

W. F. DOLL.



# A PASHA'S SNUFF BOXES.



OME half a dozen years previous to the sudden collapse of the Napoleonic dynasty, in 1870, a certain sensation was excited in Paris by the arrival in that city of an oriental potentate of ambiguous nationality, but popularly known and spoken of as "the pasha." Whether he came from Turkey or Egypt was regarded as a matter of comparatively small importance ; the two essential points in his favor were, first, that he was undoubtedly the possessor of an immense fortune ; and, secondly—no slight recommendation in the Lutetian capital—that he spoke French with tolerable fluency. As a matter of course so desirable an acquisition to Parisian society became the lion of the hour, and no sooner was it ascertained that a spacious hotel overlooking the Park de Monceaux had been engaged and furnished for the reception of his excellency and suite than a shoal of visitors, official and non-official, hastened to inscribe their names in a book deposited for the purpose in the porter's lodge. Every day brought a fresh installment of signatures, until before a week had elapsed the list threatened to rival in length the traditional catalogue of Leporello.

Hussein Pasha—an assumed title, I fancy, but the only one by which he was generally known—was short and corpulent, of sallow complexion and reserved manners ; he spoke little, but what he did say was concise and to the point. He was extremely observant, but chary of expressing his opinion of what he saw or heard—only one instance being recorded of a temporary departure from his habitual taciturnity. Having been persuaded by a member of the French Jockey Club to accompany him to the opera, he was escorted between the acts by his cicerone to the foyer de la danse, thereby occasioning great excitement among the corps de ballet, many of whom doubtless anticipated that, in accordance with eastern customs, the ceremony of throwing the handkerchief would be revived for their own especial glorification. Nothing of the sort, however, occurred. After a very cursory glance at the assembled sylphides and a muttered ejaculation which sounded remarkably like "mances a balai" (broomsticks), the visitor turned abruptly on his heels and curtly intimated his desire to return to his box.

A few minutes later Count ——— was startled by a sudden display of animation on the part of his companion, who was gazing with absorbed attention at an enormously stout lady occupying the entire front of one of the stage boxes. "Ah, la belle femme !" enthusiastically exclaimed the pasha. "Look, is she not superb ?" "H'm !" replied the Jockey Club exquisite, hardly able to repress a smile, "that is a matter of taste. Does not your excellency think her perhaps on the whole a trifle too voluminous ?" "Jamais trop, monsieur !" indignantly retorted Hussein, "jamais trop !"

After a sojourn of three months in Paris the pasha, who had employed a considerable portion of his time in a practical study of the latest inventions and improvements, scientific and mechanical, with the view of introducing them into his own dominions, announced his intention of breaking up his establishment and returning to the east. Before doing so, however, he was desirous of expressing his acknowledgments in the shape of a suitable present to certain officials of high standing who had been particularly serviceable to him in his researches, and consulted his secretary, an intelligent young Frenchman, on the subject.

"M. Morin," he said, after explaining his project, "it seems to me that the simplest way would be to send a few thousand francs to each of them."

"Pardon me, your highness," objected the secretary, "if I venture to remind you that a present of money would be considered a breach of etiquette and consequently resented as an insult."

"You French are very singular people," observed to pasha. "With us no matter how rich a man may be, he is not fool enough to refuse piastres when he can get them. What, then, would you advise me to do ?"

"May I be allowed to suggest," replied Morin, "than an object of artistic value would be a fitting token of your highness' good will—a gold snuff box, for instance."

"The very thing," said Hussein, approvingly. "Where are such articles to be found ?"

"At Dorr's, in the Rue de la Paix."

"Good. Let him know exactly what I require, and see that he is here precisely at 12 to-morrow."

On being admitted to the pasha's presence at the appointed hour, M. Dorr produced, among other specimens of his handiwork, a gold snuff box, exquisitely finished, and encircled with moderate sized diamonds, the interior of the lid bearing the jeweler's name engraved in microscopic characters. Hussein examined it minutely and inquired the price.

"Four thousand francs, your highness," replied Dorr.

"I will take it on condition that you engage to supply me with seventeen other boxes exactly similar to this."

"Impossible, monseigneur," said the jeweler ; "I have only six of this pattern in stock. Still," he added, after a moment's reflection, "I might perhaps be able to manage it. May I ask how soon your highness intends leaving Paris ?"

"In a fortnight from to-day."

"That will be quite sufficient. The six snuff boxes shall be distributed immediately. In a few days six more will be ready, and I think I can promise the remaining five before the time fixed for your highness' departure."

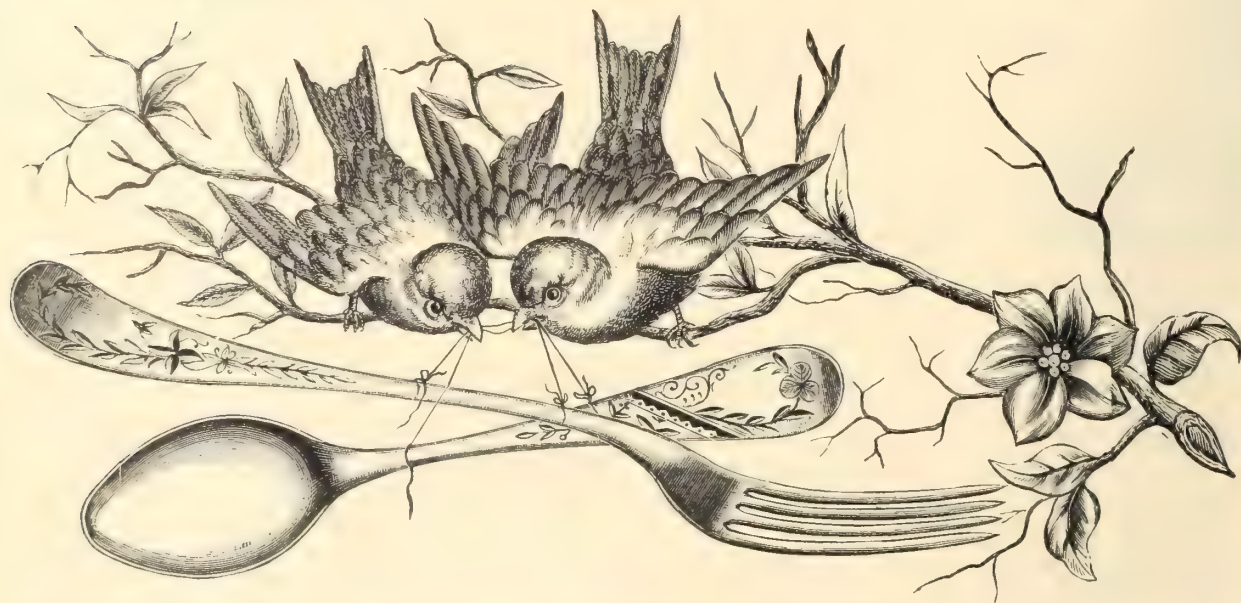
On the following day the six boxes, each accompanied by a complimentary letter, written by Morin and signed by the pasha, were duly transmitted to the privileged individuals heading the list. Toward the end of the week the jeweler reappeared according to promise with a second installment of another half dozen, which were also forwarded to their destination ; and before the fortnight had expired five more snuff boxes were in his highness' possession.

The pasha expressed himself perfectly satisfied with the prompt execution of his order. "It is evident," he said, "that





# THE TORONTO SILVER PLATE CO.



ORANGE SPOON  
IN FLOWER PATTERN.

**GOLD & SILVER MEDALS**

**INDUSTRIAL EXPOSITION**

**ASSOCIATION OF TORONTO**

**GUARANTEE**

**CERTIFICATE**

**Toronto Silver Plate Co.**

We hereby guarantee that all Spoons, Forks, Knives, Ladles, etc. bearing our name and trade mark are heavily plated with pure Sterling Silver upon the finest grade of Nickel Silver, the best known base for plating upon, that the deposit is fully twenty per cent heavier than the usual standard, having been accurately weighed upon the goods and rigidly inspected with a view to their durability. We hereby authorize the purchaser when our wares shall not prove exactly as represented to return them to us and we will remit their invoiced value or replace them!

Respectfully, **TORONTO SILVER PLATE CO.**

**TORONTO SILVER PLATE COMPANY**

TRADE MARK

**E. G. GOODERHAM,**

*Manager.*

**J. C. COPP,**

*Sec.-Treas.*

**TORONTO CANADA**



the recipients of my gifts are highly pleased, for I have received the most flattering letters from all of them except one."

"Except one, did your highness say?" anxiously inquired Dorr.

"Yes. My secretary informs me that one of the gentlemen at whose house my present was left is absent from Paris, which accounts for his silence, and that he is not expected back until Sunday, the day after my intended departure. But" continued the pasha, "how is this, M. Dorr? You have brought me only five boxes. Where is the sixth? It is absolutely essential that no one on my list should be neglected."

"Your highness may rest assured that your orders will be implicitly obeyed," replied the jeweler. "If M. Morin will kindly acquaint me with the name and address of the person for whom the box is destined it shall be delivered to him Wednesday without fail."

"Exactly similar to those, of course?"

"I can safely guarantee, monseigneur, that there will not be a shade of difference between them."

"Very good," said the pasha; "I rely on your punctuality. My secretary will pay you the 72,000 francs, and on my next visit to Paris you will probably hear from me again. Au revoir, M. Dorr."

If any one endowed with the peculiar faculties of Asmodeus had penetrated some ten evenings later into the small room forming the back shop and private sanctum of the well known jeweler of the Rue de la Paix, he would have been enlightened as to certain supplementary adjuncts to the ordinary business carried on by M. Dorr. He would have seen that estimable tradesman seated at a table on which were lying six gold snuff boxes bearing a suspicious resemblance to those recently purchased by his highness the pasha, and carefully polishing each in turn with a silk handkerchief.

They all come back to me again, every one of them," muttered M. Dorr, with a self satisfied chuckle, while delicately removing a speck of dust from the last of the half dozen. "No one ever keeps them long, for snuff boxes are locked up capital, and everybody, from Napoleon downward, knows the value of ready money. They discover my name inside the box and naturally bring it to me, and, as I treat them liberally, I am safe to see them again. A very fair fortnight's work, I must say," he added, consulting an open account book, in which the following statement was legibly inscribed:

|                                                                                                                                         | Francs |
|-----------------------------------------------------------------------------------------------------------------------------------------|--------|
| To sale of eighteen gold snuff boxes at 4,000 francs each.                                                                              | 72,000 |
| Deduct from above commission to secretary (a sharp fellow, that, by the way, parenthetically soliloquized M. Dorr) at 50 francs per box | 900    |
| To repurchase of eighteen gold snuff boxes from their owners at 2,000 francs each                                                       | 36,000 |
|                                                                                                                                         | 36,900 |
| Total net profit                                                                                                                        | 35,100 |

"Not to mention," pleasantly summed up the jeweler, "that the snuff boxes are ready for a second edition of the little game whenever another pasha happens to come this way."—*Charles Hervey in The Argosy.*

EMPEROR WILLIAM has had an electric railway built for bringing dishes from the kitchen into the state dining room.

## FROM OUR UNITED STATES EXCHANGES

The pay roll for May at the Elgin factory was \$140,500.—*Mfg. Jeweler.*

The Elgin National Watch Company have subscribed \$10,000 to the World's Fair stock.—*Mfg. Jeweler.*

There is a rumor afloat to the effect that an English syndicate is trying to purchase the plant of the United States Watch Co., at Waltham, Mass.—*Jewelers' Review.*

A PLATE CO. ASSIGNS.—The Rock Island Silver Plating Works has made an assignment, the liabilities being \$7,000, and assets about \$8,000.—*Jewelers' Catalogue.*

Two new additions to the Hampden watch works, are to be built immediately. The buildings are to be one story high and 100 feet long, and will cost about \$25,000.—*Mfg. Jeweler.*

As *The Catalogue* goes to press we learn that a trust or combination of all the Mexican onyx mines was to be organized at Foster & Thompson's offices, 54 Wall Street, on Tuesday June 17.—*Jewelers' Catalogue.*

The Crescent Watch Case Company, of Brooklyn, N. Y., is suing the city for \$44,532.60 for damages sustained by the constant flooding of its factory, 227 Wallabout street, owing to the neglect of the city authorities. The complainant says that \$40,000 worth of gold dust floated away.—*Jewelers' Catalogue.*

A Chicago court decided, in a suit by the Jewelers' Mercantile Agency of New York against R. G. Dun & Co. and others, that a non resident corporation could not maintain an action for libel in Illinois. Judge Gary has overruled that decision.—*Keystone.*

Two of Philadelphia's most expert diamond thieves were arrested in Chicago on May 15 and held for a hearing. Their plan of operation was to inspect diamond rings in jewelry stores, and substitute paste for genuine stones, by which means many of our city jewelers have lately been swindled.—*Keystone.*

The unique advertisement of the Illinois Watch Co., circulated several months ago, and consisting of a card with an exact reproduction of a letter from Japan, postage stamp and all, has been declared to be an infringement of the postal treaty with Japan. *Mfg. Jeweler.*

J. R. Montague, a watchmaker and jeweler, of Syracuse, N. Y., has invented a cotton gin which will separate the fibre from the seed without injuring the staple. At an exhibition given last week a prominent southern planter, who was present, said that when this gin is placed on exhibition in the southern market it will revolutionize the industry.—*Watch Dial.*

The Waltham Electric Clock Company was organized last week at Waltham, Mass. Riley Pebbles is president of the corporation; Francis Bigelow, treasurer; Frank M. Forbush, secretary, and in addition to these James M. Forbush, Walter J. Dudley, S. A. Sweetland, William D. Parlin and Oliver Felch are directors. The capital stock is \$110,000.—*Jewelers' Weekly.*

The Elgin National Watch Company is about to erect a large plant at Elgin to be used for the manufacture of all kinds of watch cases. The addition will be 200 feet long and three stories high, and will front on the banks of the Fox River. The case company, whose officers are interested in the watch



# THREE SERIOUS AND POINTED QUESTIONS OF IMPORTANCE.

Do you buy your Watch Materials, Tools, General Supplies, Findings, Sundries, Store Necessaries, etc., of the **FIRST QUALITY** and at the **RIGHT PRICE**?

Do you consider how much advantage it is to have **THE BEST** at the same price as usually paid for the poorest?

Do you want to have your orders filled correctly and at once?

*ACCURACY, DESPATCH,* -

"Quality First, then Low Prices,"  
is our motto.

## Easel Cards

FOR

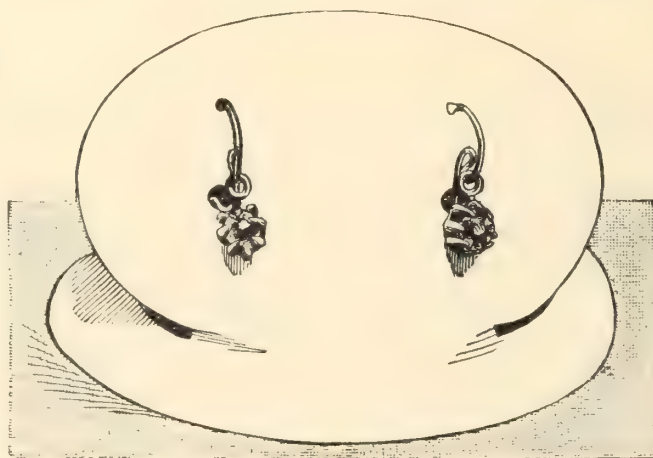
### JEWELRY.

15 Styles.

PRICE, - 60c PER 100.

Put up in Packages of 50.

WE ARE SOLE AGENTS.



## Easel Cards

FOR

### JEWELRY.

15 Styles.

PRICE, - 60c. PER 100.

Put up in Packages of 50.

WE ARE SOLE AGENTS.

Daily we are receiving orders from new customers, and our many old customers are increasing the amounts of their purchases. This shows that the trade appreciates our efforts to hold our reputation as

## THE LEADING HOUSE.

# P. W. ELLIS & CO., - TORONTO.

31 Wellington St. East and 40 Front St. East.



company, intends to manufacture not less than 2,000 watch cases per day as soon as in active operation.—*Jewelers' Review*.

A new dial-laying machine, invented by foreman Buchanan, of the Elgin National Watch Company, was tested last week and accomplished all that was expected of it. The machine will lay 7,000 dials an hour, and with it one girl will be able to do the work of about twenty men. By a new process the under surface of 6,000 dials can be enameled in one hour, and the cost of dial production will be reduced nearly one-half.—*Jewelers' Weekly*.

A daring robbery was committed in an uptown Philadelphia jeweler's, May 12th. A tall, well built young man, neatly dressed, entered the store of Lewis Jones, 1215 Poplar Street, and asked to be shown some rings. A tray of these was set before him, and after examining them a few minutes, he attracted the jeweler's attention to the rear of the store, when he snatched a garnet-and-pearl horse-shoe ring, and ran out of the store, making his escape in some of the alleys that abound in the vicinity. The thief had a large star tattooed in red and blue ink on the back of his hand. He was cleanly shaven and about 28 years of age. The ring has not been recovered, though the police was immediately notified. Look out for him.—*Keystone*.

J. W. Robinson, a traveling salesman for B. F. Norris, Alister & Co., of Chicago, Ill., arrived at Waverly, Ia., by the night train from the West, and finding no express wagon in waiting left his trunks at the station with instructions that they be delivered at the hotel in the morning. During the night burglars entered the depot and plundered the trunks, which contained watches, jewelry and diamonds said to be worth more than \$1,000. One of the trunks was carried into a field near the station, where it was afterward found with the less valuable of its contents. About 250 gold and silver watches, a large number of chains and charms and all of the diamond samples are missing. Several tramps have been arrested, but there is no evidence that they had any connection with the crime.—*Jewelers' Weekly*.

The number of pieces turned out in the watch factory daily, says the *Waltham Tribune*, would surprise us all if we only could arrive at that number with any degree of accuracy, but that is almost impossible, as lathes, punches and automatic machines are changed to other work so often that it would be hard work to figure out the total of any one day without going through each department to do it. Suffice it to say that in one room (Mulloy's) there will be found punches and persons that turn out from ten to thirty thousand pieces a day, and there are many of them too. As near as could be estimated, over 300,000 pieces a day are turned out from this department alone, which will give a total of about a million every three days; then there is the screw department, where millions of screws are turned out with but as little notice being taken of it as though the number was a thousand. The total number of pieces that have to be made to supply a watch factory like Waltham for one day must number well up into the millions, if indeed the sum is not still greater than that.

It takes about three seconds for a message to go from one end of the Atlantic cable to the other—about 700 miles a second.

## NEWS FROM EUROPEAN EXCHANGES.

The famous Louis Quinze clock, belonging to Earl Fitzwilliam, has been purchased by Barron Rothschild for £30,000.—*Ex*.

A fine Louis XVI. clock, gold plated bronze, set with plaques of ancient Sevres ware, *pate tendre* movement by Bernard of Paris, about fifteen inches high without the pedestal, brought at a recent sale in Paris, \$1,800.—*Ex*.

The prizes offered by the *Journal Suisse d'Horlogerie* for the best articles on the use and treatment of jewels in watch-making, were awarded to Mr. Freymond of Bienne and four watchmakers in Geneva.—*Ex*.

Steel and silver art jewelry, as it is called, is the newest fad in fancy ornamentation. This consists of chatelaine appendages of various unique devices, brooches, bangles, belt buckles and dog-collars, some of the latter being set with cairngorms or dark-blue faced criplets.—*Jeweler and Silversmith*

Some of the best wheels and other parts of watches now made in Savoy, the great head centre for pinions and wheels, are made by "compression" as the process is called. There is no cutting, nor chance for deviation from the original model. One establishment at Thones has made a specialty of this work, and is making quite a reputation for its compressed wheels.

The Willemsee prize (\$60) offered for fine engraving on metal, Paris, has recently been awarded to Mr. Brosset for a mirror in steel, and a Louis XVI. lock in bronze. The prize offered by the bronze manufacturers (\$40) was won by Mr. de Haan, by a floral design in bronze. A second prize (\$20) was awarded to Mr. Open for a lock and bolt cut out of a solid piece.—*Ex*.

A Swiss writer in commenting upon the late Paris exposition expresses his surprise that the Americans did not have larger exhibits. He mentions the Tiffany seconds regulator as appearing very fine, but wonders why there should be four mercury jars, humming around in the case, as he expresses it. Adding that the agent could give him no information in regard to them.—*Ex*

THE DUCHESS OF EDINBURGH'S JEWELS STOLEN.—The jewels belonging to the Duchess of Edinburgh were stolen in the early part of last month from the Balmoral Hotel, Edinburgh, during the absence of the Duke and Duchess at the opening of the International exhibition. Various statements are made as to the value of the jewels, but it is generally believed that they represent a large sum of money.—*Jeweler and Silversmith*.

OLD PLATE.—Horace Walpole's silver salver, which was engraved upon by Hogarth, came once more into Christie's last month: it bears the Hall mark 1723, and weighs 12 oz. 14 dwt. It was made by Paul Lamene. Another piece of the same silversmith's handiwork, is a very elegant oval bread basket, 72 oz. 12 dwt. in weight, the property of lady Sybil Tollemache, which was put up at the same time, with an Elizabethan tankard (1576), a rosewater dish (1699), and other items.—*Silversmith*.

Mr. Newsome, watch manufacturer, of Coventry, gave his evidence before the Select Committee on the Merchandise





# WHAT'S UP NOW ?





WELL, this Jeweler is cross because he ordered 6 Gold-Filled Cases of the A. W. C. Co.'s make from the Jobber with whom he usually deals, and on opening the express package he finds that the order has been filled with inferior goods, on which the Jobber has probably made a larger margin of profit, and which the sender says are "**just as good**" as those made by the AMERICAN WATCH CASE CO.

Now this Jeweler, besides being a conscientious man, knows that as a mere matter of business it does not pay him to sell any goods he cannot personally recommend as being just what he represents them.

He has found by experience that it is to his own interest to buy goods made by reputable houses only, whose trade mark is to him as good as the English Hall Mark, and then he can sell them to his customers with a certainty that they will do him no discredit. He finds that nothing does a retail Jeweler so much harm as to sell a customer a poor article and then have it brought back to him with a complaint that it has not turned out as represented. Even although he is willing to make the defect good, the impression remains in the mind of the customer that he has either tried to impose upon him, or else he does not know much about his business.

With these facts fresh in his mind, the Jeweler in the illustration hops up to the telephone and is holding a short, but emphatic, conversation with the Jobber, in which he requests him to send along at once the **6 Filled Cases of the A. W. C. Co.'s make, and no others**, for he knows that every Case the AMERICAN WATCH CASE COMPANY turns out is made upon honor, and from an experience of five years he is safe in recommending them to his best customers. The 'just as good' Cases he is sending back, and proposes to make the Jobber pay the express charges both ways.

## THE MORAL OF THE ABOVE IS

Whenever you purchase any Cases, whether of Gold, Silver, or Gold-Filled, **examine them carefully and make sure of the maker.** Every Gold and Silver Case made by the American Watch Case Company, of Toronto, bears their trade mark of the Maltese Cross, thus:  Every one of their Gold-Filled Cases is stamped with a Winged Wheel, thus:  None others are genuine, and the Company will not guarantee any Cases which do not bear one of the above trade marks.

# THE AMERICAN WATCH CASE CO.

67 ADELAIDE STREET WEST, TORONTO.



Marks Act, the other day, following Mr. Hewitt, of Prescott. Mr. Newsome testified to the greatly improved state of the Coventry watch trade since the passing of the Act. He suggested that prosecutions should be vested in the Public Prosecutor, seeing that in many cases people were enabled to brave the law with impunity at the present time, owing to the inability of existing institutions or of private persons to prosecute from want of funds. He thought also that if the name of the maker were placed on the watch it would advantage both the trade and the public.—*Jeweler and Silversmith.*

The jewelers of Paris are being victimized by thieves who took advantage of the opportunities afforded by the exposition to study the articles of jewelry exhibited, and had duplicates made of them in imitation metals and paste jewels. Then they enter the store and ask to see some costly article in the show case. After examining and pricing it they manage by some slight of hand trick to substitute the imitation for the original, with which they decamp and the theft is not discovered for some time. Several jewelers are bemoaning their losses as they glower at the imitation substitutes left on their hands.—*Ex.*

**THE IMPORT OF SILVER-PLATE**—In answer to Mr. King, the Chancellor of the Exchequer said, directly the Board of Customs learnt that certain foreign silver-plate imported in baggage before April 30 had been considered by their officers to be still liable to duty, they issued the following order: "The Board authorize delivery of plate imported prior to the 1st inst. free of duty, provided it be constructively warehoused. Deposit in the baggage warehouse to be considered a constructive warehousing for this order. The usual declaration is to be made if the plate is for private use; in that case the assay will not be required. I may add that the Act requires that such plate should be deposited in a bonded warehouse, and the meaning of the Customs order is that deposit in the baggage warehouse shall count as warehousing for the purposes of the Act.—*Jeweler and Silversmith.*

**THE ABOLITION OF THE PLATE DUTIES.**—The following are the resolutions that were put and carried at the meeting of the London Silver Trades Council, which was held after we went to press last month.—(1) "That this meeting of workmen employed in the silver-plate industry, and the various branches thereof, urges the Chancellor of the Exchequer to give immediate effect to his Budget proposals regarding the duty on silver-plate, as any delay will cause a slackness in the trade and be detrimental to the interests of the workmen." (2) "That this meeting trusts that the Chancellor of the Exchequer will adhere to his decision to retain the compulsory Hall-mark, as its abolition will encourage the manufacture of silver of an inferior quality, and at the same time take away the safe-guard from the consumer." (3) "That we as workmen in the silver-plate industry believe that the letter 'F' on our Hall mark is not a sufficient distinction between English and foreign manufactured silver-plate, and this meeting recommends that every piece of manufactured silver-plate imported shall be distinctly impressed with the name of the country where it was manufactured.—*Jeweler and Silversmith.*

## NEW FASHIONS IN JEWELRY.

A novel glove buttoner is made of gold and platinum in the shape of a shepherd's crook.

The demand for enameled flower jewelry shows no abatement.

Among the betting-book fads is one with a cover of oxidized silver, in imitation of riveted boiler plates.

The mermaid lace pin is declared by the ladies to be "just too pretty for anything." The figure is of carved moonstone, the tail studded with small diamonds.

The latest device of fashion in London is for ladies to discard pins and brooches of all kinds, and to wear at the throat a soft rosette of bright silk instead.

To offset this, there is an increased rage in jewelry, mock and real, on bands, fillets, pins, and combs for the hair. On the bases of metal, shell and celluloid, may be seen crescents, balls, devices in heraldry, battle axes, griffins, dragons, jabberwocks—almost anything that fact or fiction can suggest.

Pretty fob chains, with pendants in every conceivable design, have appeared. We were shown a very pretty one called the "Queen chain," evidently an importation. It hangs in twisted gold cords from the swivel, and its pendant is a gold drinking horn studded with forget-me-nots in blue enamel. The cover, which may be lifted, has a gold knob at the centre, and suggests the use of the horn as a small vinaigrette.

Another which we saw was composed of long links of gold, and its pendant was a good imitation of a Leghorn hat having a flower trimmed crown. A strong yet fine gold chain is attached to the links to insure additional safety, with a bar at the free end of it to be slipped through a button-hole.—*Kystone.*

## ACCIDENTS IN POURING.

Most jewelers, at some time or other of their experience, may have met with accidents in the melting and pouring of their alloys, such for instance, a pot cracking, the spilling or the upsetting of a portion of the metal from the crucible into the fire. The following mode of recovery of lost metal we have found the best and most practical in the workshop, with the ordinary appliances usually at the command of jewelers and gold workers. Collect the whole of the burnt coke, ashes, and other refuse used in the smelting operations, and, first of all, well wash it several times with water, to remove the dust and other extraneous matter; the sediment left behind is then well dried and pounded as fine as possible in a cast-iron mortar; it is afterwards put through a sieve as fine as is convenient to prevent the small particles of gold from going through the meshes with the powdered dust. The gold is now picked at this stage from the refuse in a sieve, and if there be any solid particles of refuse still unpounded, it is put through the process again. It is very seldom that the whole of the gold can be collected when once spilt into the fire, but the larger portion of it can be recovered by these means. The remainder goes into the scraps to be treated by the refiner.—*Ex.*

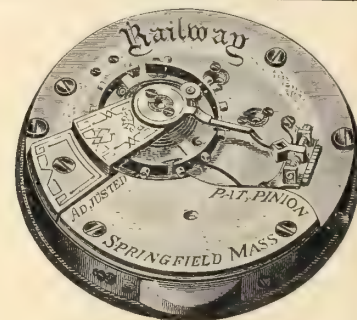


# BUY THE BEST. THE HAMPDEN WATCHES



EXCEL ALL

OTHERS



## AS ACCURATE TIME-KEEPERS.

The Watch Movements manufactured by the Hampden Watch Co. are the best Movements made, and the guarantee on them is almost without limit.

**Dueber-Hampden Adjusted Watches are put up in Skeleton Cases without extra charge.**

**Dueber-Hampden Watches on top for Correct Time.**

**Dueber-Hampden Watches on top for Intrinsic Value.**

**Dueber-Hampden Watches on top for square dealing and an honest profit for all those who handle them.**

Address all orders to

# WILLIAM ALLEN YOUNG,

Bank of Commerce Building,  
**LONDON, ONT.**

Sole Canadian Wholesale Agent for the Sale of  
**HAMPDEN WATCHES.**





# WILLIAM ALLEN YOUNG,

Bank of Commerce Building,

LONDON, ONT.

SOLE CANADIAN WHOLESALE AGENT

## HAMPDEN WATCHES.

# 3 THREE NEW MOVEMENTS 3

18 SIZE HUNTING AND OPEN FACE.



**"JOHN C. DUEBER."** Nickel, 15 Ruby Jewels, in settings adjusted to heat and cold, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator. Specially guaranteed to be the best time-keeper in the world for the price, and superior to any other full plate Watch made outside of the Hampden Watch Factories.

**"DUEBER."** Nickel, 15 Ruby Jewels in settings, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator.

**"THE DUEBER WATCH CO"** Nickel, 11 Jewels in settings, Patent Regulator, Roman Circle Dial, Spade Hands.

### NOTHING BETTER MADE FOR THE PRICE.

Jewelers who are not "BACK NUMBERS" keep the Dueber-Hampden Watches in stock. There is more money for the dealer, and better satisfaction to the wearer in the Dueber-Hampden than any other Yankee watch made.

Write for Price List and Samples of above new Movements if you have not already placed order.

### THE TRADE ONLY SUPPLIED.

# BUY THE BEST, THE HAMPDEN WATCHES



KEEP YOUR EYE ON OUR REGISTERED TRADE MARKS.

## THE AMERICAN WATCH CASE CO.,

### CAUTION.

As some misapprehension seems to exist amongst the retail trade regarding the Watch Case Factories of Toronto, and their products, we deem it but fair to ourselves and the jobbers who handle our cases, that they should be placed in the hands of the trade distinctly upon their own merits as the product of the American Watch Case Company, which has always been sold exclusively to the legitimate jewelry trade.

Every retailer is aware that there is now more than one company manufacturing watch cases in Toronto.

As the product of these factories is commonly spoken of as "*Toronto Cases*," it will be readily seen that a false impression may unknowingly be conveyed by a salesman selling these goods, and it is to correct this that we make the following announcement:

EVERY Gold Filled Case made by our Company bears our registered trade mark of "*A Winged Wheel*," and every Gold or Silver Case made by us bears our registered trade mark of "*A Maltese Cross*."

An experience of five years has satisfied the jewelry trade of Canada that every case bearing one of our trade marks, is just what it is represented to be and nothing else. The Company therefore respectfully ask the trade when they are buying watch cases to examine the stamps thoroughly, and see that they bear one of our trade marks as shown herewith *as they absolutely refuse to guarantee any case which is not so stamped.*

THE AMERICAN WATCH CASE CO.,

67 Adelaide Street West,

TORONTO.



When you purchase a Gold Filled Case examine it carefully and see that it bears our Trade Mark of a "*Winged Wheel*." We guarantee no others.



When you purchase an 18 K. Gold Case examine it thoroughly and see that it bears this Trade Mark. We guarantee no other.



Every 14 K Gold Case made by the A. W. C. Co., bears this well-known Trade Mark. Look for it. We guarantee no other.



Our "*Lion*" Gold Cases are universally admitted to be the best cheap Gold Case ever made. None are genuine without this Trade Mark. Look for it.



With the exception of our N. P. every Silver Case we manufacture bears this Trade Mark. No others equal them in quality. If they bear this impress you will be safe in buying them.



Our "*PREMIER*" 14 K. Gold Filled Screw Dust Proof Case is the cheapest and best in the world. You are perfectly safe in guaranteeing them to your customers and there is money in them for you.

67 ADELAIDE STREET WEST, TORONTO.

LOOK FOR OUR STAMP IN EVERY CASE OF OUR MAKE.



## WHO ROBBED THE SAFE?



**I**T is a mistake for a man to be too positive (says W. A. Pinkerton).

I had a case put in my hands once, the outcome of which left an impression on my mind. The treasurer of the Hannibal and St. Joseph railroad reported to us that their safe had been robbed of a large package of money. I investigated the case myself. In reply to every question I put to the treasurer he would come back with

one remark - that he put the money in the safe himself, and that he locked the safe himself the day before the money was missed. The safe was in good condition when he opened it on the following morning, everything being just as he had left it the night before. He was certain that he put the money in the safe. He was certain that he locked the safe. He opened the safe himself and the money was gone. Everything about the man tended to confirm his statements. He was an honest man; he was accurate; he was careful. He had no bad habits. He was well-to-do, and there was not the slightest reason for supposing that he could have used the money. For a moment the case was at sea. In a few days I learned that a clerk in the office had remained at his desk after the departure from the office of the man who knew that he locked the safe. But I discovered that the clerk did not have the combination, and again I was at sea. A few weeks elapsed, during which time I kept my eyes on every movement of this clerk.

I saw enough to arouse my suspicion. I went to the office one morning and took charge of the clerk. I told him I was satisfied that he had taken the money and that he need not deny it. He broke down. He told me that the officer who was so positive that he had locked the safe on the evening in question had not done so; that he had gone away and left the safe unlocked, that he, the clerk, took out the package of money, closed the safe, and locked it. This he could do notwithstanding the fact that he couldn't open it. He handed to me nearly the entire amount. The officer who was so positive that he had locked the safe was dumfounded. After that he never was sure of his own name. — *Chicago Tribune*.

## THE USE OF BENZINE FOR WATCH CLEANING.

In a period at the workbench extending over fifty years, says Oliver Hagen in an exchange, I have used benzine for the last fifteen - of course, the purest. A piece of brass dipped into it will not have a particle left on it one half minute after, and if my experience in this line will be of any use, I am glad to offer it to my fellow workmen.

On taking a watch down, removing all screws and cap jewels, I place all the parts in an alcohol glass one-half full of benzine; I then put the cover on and let it soak for half an hour or so; two or three can thus be in operation at the same time. Then I turn all out into a small white porcelain plate, and with tweezers and a small, stumpy camel's hair brush, wash all the parts while covered with the benzine; on removing,

dry off with an old fine cambric rag; then place in alcohol and dry off with another clean rag; this can all be done easily in ten minutes. I do not let it remain in the alcohol longer than I can help, putting the balance and pallets in last, and taking them out first. I very seldom find it necessary to use either peg or (watch) brush; thus the gilding even on a cheap watch will never get rubbed off. Of course you want to keep clean rags, especially for the alcohol. In my opinion, there are so few watches that will do without a little oil on the pallets, that it is best to put it on all. Often when I have left them over night without oil, they have stopped before morning (of course, alcohol makes them very dry), and this has happened with good American watches too. — *Ex.*

## A NEW CHECK UPON CHECKS.

"There, I've got it down fine at last, and no mistake," and one of Philadelphia's best known business men laid down his pen with a sigh of relief, and hastily blotted his name on a check with a blotter.

"Got what down?" asked a visitor.

"A new wrinkle adopted by merchants and others to prevent their names from being forged to checks. It's this way: After signing my name I turn the pen up and draw a line through it from right to left, and it looks as if the name had been cancelled.

"The peculiar little twirl at the end where the long line of the pen commences is where the forger of a man's name gets left. He doesn't tumble to it, so to speak, but the cashiers of the bank where I do business do, and they know instantly whether the signature is genuine or not. You see, also, this line drawn through the name makes the check look as if it was no good in case it is lost, and the finder will not present it for collection. It's a great idea, and is being adopted by many business men of the city. Of course, we have to explain it to the bank people, who, once they know it, have no further trouble with us over it. But the worst of it is the practicing to get it down fine, and it takes some little work to do so," and he gazed proudly at the unsightly line drawn through his name at the bottom of a check for \$7,000. — *Philadelphia Inquirer*.

## THE PSALM OF TRADE.

"Tell me not in mournful numbers,"

Advertising does not pay;

For the man's *non compos mentis*

Who would such absurd things say

"Life is real! life is earnest!"

And the man who hopes to rise

To success in any calling

Must expect to advertise

"In the world's broad field of battle,

In the conflict of real life,"

Advertising is the secret

Of achievement in the strife.

Lives of rich men all remind us

We can make our own sublime

And by freely advertising

To the highest summit climb.

— *Drug, Oil and Paint Reporter*.



# OUR NEW SILK VELVET CASES.

ON the adjoining page will be found illustrations of our new line of Silk Velvet Jewelry Cases.

Like the Poet Laureate who has completed the masterpiece of his life, we leave this our latest achievement to be judged by the world, feeling confident that those who know how to criticize will be our strongest friends.

Those of our customers who have tried these cases during the past month, declare that they are proud of their Country. We trust that the appreciation shown by the jewelers of Canada of what to us has been a very heavy undertaking, will permit of our saying the same.

THE HEMMING BROS. CO., LTD.,  
76 YORK STREET,  
TORONTO.

*N. B.--We will prepay charges on Sample Lots.*

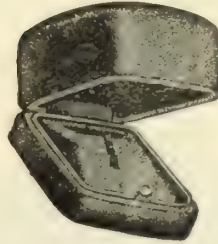




# SILK VELVET CASES.



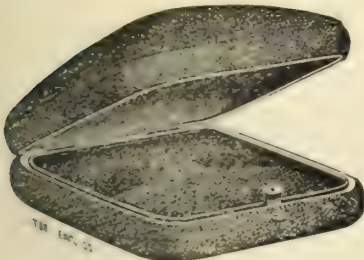
No. 144, Small Earring, \$6.00  
No. 145, Large " 7.00



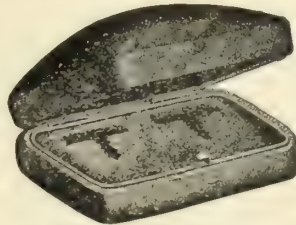
No. 109, Single Stud, \$6.00.



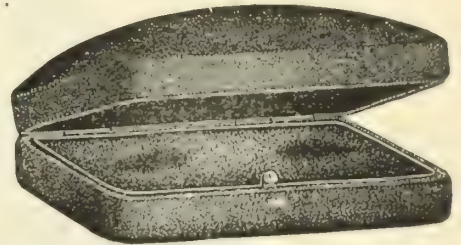
No. 149, Ring, \$6 00.



No. 143, Brooch, \$7.00



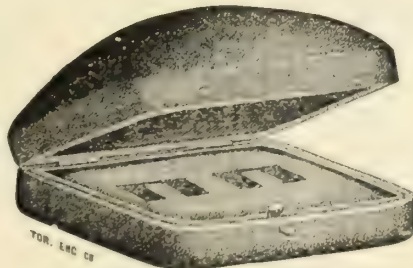
No. 148, Cuff Buttons, \$7.00.



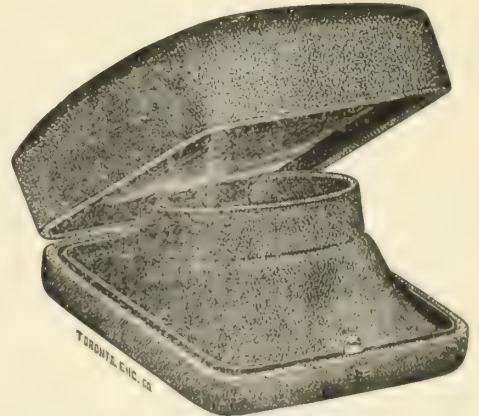
No. 146, Lacepin, \$8 00.



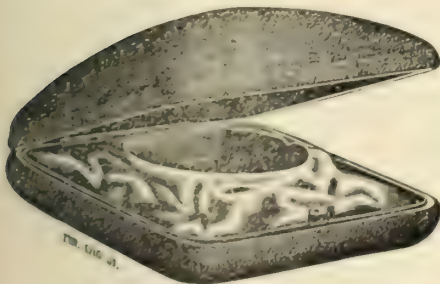
No. 150, Scarf Pin, \$8 00.



No. 147, Links, \$8.00.



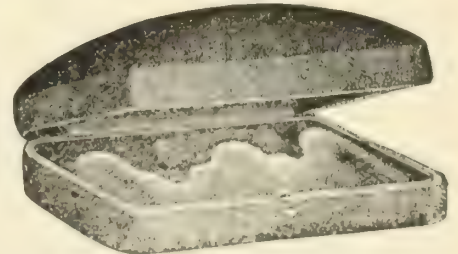
No. 151, Bracelet, \$13.00.



No. 141, Watch, \$12.00.

Our Locket Box is not yet  
out, but will be a  
specially pretty  
Box.

No. 153, \$7.00.



No. 142, Sett, \$12.00.

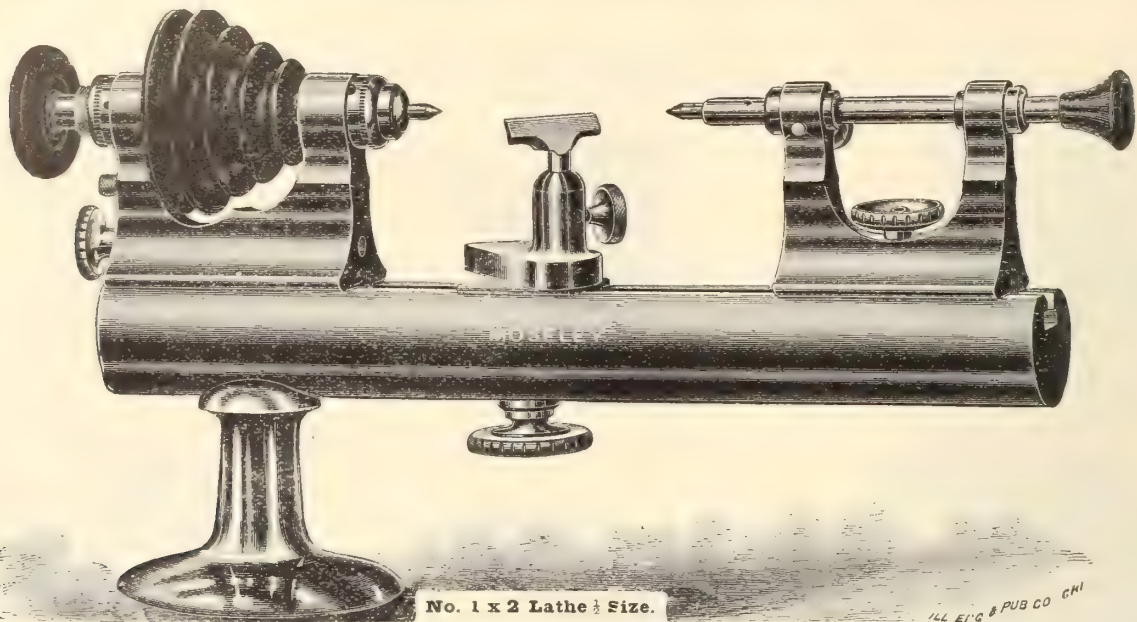
*THE HEMMING BROS. CO. LTD.*

76 YORK STREET, TORONTO.

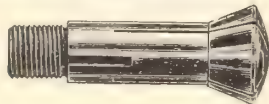


QUALITY IS THE STANDARD OF VALUE.

WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 Lathe 1/2 Size.



No. 1 x 2 WIRE CHUCK

All our Chucks are stamped "Moseley" on the face and warranted.  
Cut of Chucks Full Size.

**Note.** The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

**ALBERT KLEISER,**  
NO. 14 KING STREET EAST,

MARTIN'S GENEVA MAINSPRING

This is the finest Spring ever offered to the Trade in Canada. Send for sample doz. and be convinced.

Per Doz.

Martin's Springs for Waltham and Elgin Watches, 18 Size, - \$1 25  
" " for Swiss Watches, all sizes, - - - - - 1 00

For Sale only by A. KLEISER, Wholesale Dealer in Watch Materials of all kinds.

Sole Agent for the Dominion for the Moseley Lathe, -  
- - Wholesale Dealer in Watch Materials of all Kinds, -  
**TORONTO, ONT.**

# The HOLMES ELECTRIC PROTECTION CO. OF TORONTO, LIMITED.

**8 Wellington Street East, . . . . . TORONTO.**

BANK VAULTS, JEWELERS' SAFES, STORES of all kinds WATCHED, GUARDED and PROTECTED by our Central Office System, Cheaper, more satisfactorily, and more securely than it can be done in any other way. We protect your property by surrounding your vault completely inside or out with our Electric Lining which cannot be penetrated, when in operation, without an alarm at our Central Office. Thus we have an eye on your valuables every moment of the year.

*Absolute Security when applied to Safes or Vaults.*

The HOLMES ELECTRIC PROTECTION COMPANY OF TORONTO, Limited,  
**8 WELLINGTON ST. EAST.**



# EDITORIAL NOTES

## SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

**THANKS.**—The Editor of this journal begs to thank his confreres of the press, and his many friends throughout the jewelry trade of Canada, for the kind expressions of sympathy they have extended to him in the recent affliction through which he and his family have recently passed

**READ IT.**—Read the advertisement of the Canadian Horological Institute in this issue.

**E. F. GUSTER**, jeweler, formerly of Wingham, Ont., has made an engagement to take the road for Mr. W. F. Doll, wholesale jeweler of Winnipeg, Man.

**ANOTHER.**—W. Nelson, of Lakefield, had his place burglarized last month, and a lot of valuable goods taken therefrom. As usual, there is no clue to the burglars.

**CLOSED OUT.**—John Peebles & Co., retail jewelers, of Hamilton, Ont., who failed about a year ago, have been closed out under power of a chattel mortgage.

**MR. T. B. STEACY**, the well-known retail jeweler, of Brockville, Ont., sailed for Europe last month, on the steamship "Oregon," of the Dominion Line. We wish him *bon voyage*.

**TOO LATE.**—We are in receipt of a letter from Mr. W. Wentworth, on the difference in the English and American system of taxation, which, although too late for this month, will appear in our next issue.

**MESSRS. H. BIRKS & Co.**, one of the leading retail jewelry houses of Montreal, have just completed some alterations in their establishment which have improved its appearance very much.

**MR. HENRY ROSS**, the jeweler who disappeared from Montreal, while suffering from temporary insanity, has, it is reported, been discovered in an insane asylum at Aix la Chapelle.

**BOGUS silver quarter dollar pieces** are said to be getting very numerous in Toronto and will shortly spread all over the country. They are said to be remarkably good imitations. Look out for them.

**ASSIGNED.**—D. Deans, jeweler, of Dundalk, Ont., last month assigned to T. H. Lamb, official assignee of Hamilton, Ont. His assets are said to be between \$2,500 and \$3,000, with liabilities about an equal amount.

**BACK AGAIN.**—Mr. H. H. Fudger, president of the Goldsmiths' Stock Co., of this city, arrived safely home from his European trip about the middle of last month. He says he secured some eye openers for the trade this fall.

**CLOSED OUT.**—We regret to learn that the firm of A. S. Murray & Co., one of the oldest jewelers in London, Ont., was sold out under power of chattel mortgage last month. The estate promises to pay the creditors but a few cents on the dollar.

**A BAD BOY.**—A young lad named Prest, was last month arrested in Brampton, Ont., for attempting to set fire to the store of T. L. Woods, of that town. Luckily for Mr. Woods the fire was discovered and extinguished before it had a chance to do any damage.

**A CLOSE CALL.**—A small building in the rear of the jewelry store of W. R. Jackson, St. Thomas, and occupied as a storehouse, was burned down last month. Fortunately for that gentleman the fire was extinguished before further damage was done.

**STILL ANOTHER.**—J. Morrow's store at Varna was burglarized, and the safe thrown open on the 10th of last month, but the burglars only succeeded in getting the goods which were left out in the glass show case before they were alarmed.

**MR. ABRAHAM LEVY** and his nephew, Adolphe S. Levy, arrived home safely last month from their European buying expedition, and report the outlook very favorable, so far as their customers' chances of having plenty of novelties are concerned.

**TRADE IS DULL** and will probably continue so for the next month to come, but if the crop indications fulfill their present promise, our jewelers, both wholesale and retail, will have one of the biggest booms this fall that they have ever experienced, and they want it bad.

**WE REGRET TO LEARN** of the death of Mr. J. Dexter Rood, father of Mr. Chas. D. Rood, of the Hampden Watch Co., which took place at Springfield, Mass., last month. Mr. Rood has the sympathy of the jewelry trade of both the United States and Canada in his affliction.

**OUR YOUNG FRIEND**, David N. Smith, of the firm of William Smith & Co., gold chain manufacturers, of Maiden Lane, New York, was last month married to Miss Nettie D. Moore, of that city. **THE TRADER** offers its congratulations to the happy couple.

**A HANDSOME SOUVENIR.**—We are in receipt of a very pretty card from Mr. A. S. Anderson, retail jeweler of Plattsville, Ont., setting forth particularly the excellencies of his Silver Cream Polish, an article which he says has stood the test for over thirty years and never been found wanting

**SETTLING DOWN.**—We learn from the *Free Press* that Mr. W. F. Doll, the well-known wholesale jeweler, of Winnipeg, Man., has purchased a handsome brick residence on Edmonton Street, South of Broadway, in that city, for the sum of \$4,500. Mr. Doll's purchase is considered a big bargain.

**FINED.**—R. T. Pickett, the diamond and gift tea merchant, was last month fined \$20 and costs in Kingston, Ont., for infringing the Lottery Act. As two other counts were pending against him, he shipped his entire stock out of that city and the gift tea business will know him there no more.

**FOR EUROPE, HO!**—Mr. Ambrose Kent, of the firm of Kent Bros., of this city, sailed for Europe last month. While his principal object is to benefit his health, Mr. Kent will fill in his leisure time by hunting up novelties for the firm's fall and holiday trade. We wish him a safe and pleasant journey.

**HARRY MANNING**, the genial representative of Messrs. T. H. Lees & Son, was disporting himself in Galt and giving pointers to the local jewelers during the Carnival. From the amount of valuable goods in the windows of some of the retail jewelers, we should say that Harry struck it rich on that particular trip.

**CHEAP WATCH CASES**—As we predicted some time ago, watch cases are cheaper in Canada to-day, in spite of the raise in duty, than they ever were before. In fact nearly all lines of staple cases are being bought by the Canadian retail jeweler at from 10 to 20 % less than the American retail jeweler is paying for the same goods in the United States.

**OFF AFTER FISH.**—Mr. E. C. Fitch, President of the Waltham Watch Company, left about the middle of last month for his summer vacation. As he is an enthusiastic disciple of Isaac Walton, he will cast his line on the waters of his recently purchased Canadian salmon stream, and we trust will have many successful hauls, as well as plenty of good sport.

**A NEW FIRM.**—W. A. Aston and F. J. Tobin, formerly in the employ of Mr. James Eastwood, Wholesale Jeweler, of New Glasgow, N. S., have lately commenced business on their own account in Truro, N. S., as jewelry manufacturers and engravers, and will no doubt secure a fair share of the trade's patronage in that part of the Dominion in which they are located.

**BURGLARY.**—The store of C. A. Walker, of Enterprize, was burglarized last month, and goods, consisting principally of jewelry and watches, to the value of about \$250, carried away by the burglars. Subsequently three suspicious characters were arrested, having burglars' tools, and goods which they could not satisfactorily account for, in their possession. They were committed for trial at the next Assizes.

**MESSRS. P. W. ELLIS & Co.** have completed the extensive alterations to their warehouse, and now have one of the largest and best equipped jewelry salesrooms on the continent. The light has been greatly improved, and their customers who see it again for the first time since the alterations were completed, can hardly realize they are in the same warehouse. Visitors to the Carnival will do well to look in and inspect the new premises.



# Canadian Horological Institute,

133 KING STREET EAST,

OPPOSITE ST. JAMES CATHEDRAL,

TORONTO, - - - ONTARIO.

PRACTICAL AND THEORETICAL INSTRUCTION IN WATCHMAKING AND  
REPAIRING GIVEN IN ALL ITS BRANCHES.

Our system of operation is arranged so as to give Students the greatest possible amount of practical instruction in the shortest space of time.

If you feel that you would like to understand Escapements a little better, take a month of instruction in our School, where you will have every facility for improvement.

If you don't understand trains and depthing thoroughly, take a month of instruction in our School.

If you want to learn how to run the American Lathe and do turning, jewelling, etc, take one or two month's instruction in our School.

If you want to generally perfect yourself in your business, take a course of from six months to a year in our School.

If you want to learn your trade entirely, come with us for from one to two years, and if you have average mechanical ability and a desire to progress, we will turn you out a First-Class Watchmaker, and procure you a good situation.

Send for Prospectus, giving full information, terms, etc.

***CANADIAN HOROLOGICAL INSTITUTE,***

***133 King St. East, Toronto.***



For Time, Appearance and General Satisfaction,

THE

# WATERBURY WATCH

Is UNEQUALLED by any other low-priced Watch  
IN THE WORLD.

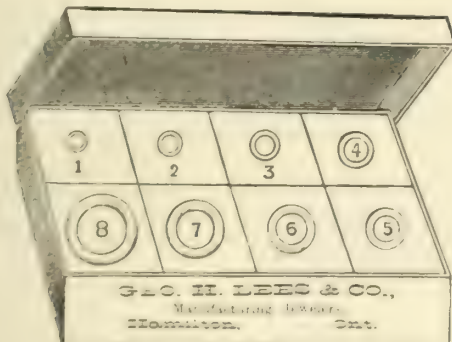
THERE is a larger percentage of profit in the sale of WATERBURY WATCHES than ANY Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.

## THE WATERBURY WATCH CO.,

81 KING STREET EAST, . . . TORONTO, ONT.

STOCK ON



Rolled Plate and Silver Jump Rings, conveniently done up in boxes holding one gross in eight assorted sizes, as per illustration.

|         |                   |
|---------|-------------------|
| R. P.,  | \$1.25 per Gross. |
| Silver, | \$1.50 per Gross. |

Try at less than Half Price ever sold before. Sent by mail on receipt of price. Try a box of each.

Our other specialty is selling better than ever. We have also added New and Pretty Patterns. Just look:

1 doz. Solid Silver Bangle Bracelets, 12 different Patterns for \$2.10; 2 doz. for \$4.10; 3 doz. for \$6.00.

Sent by mail on receipt of price

### G. H. LEES & CO.,

Manufacturing Jewelers, Watchmakers and Engravers.

HAMILTON, . . . ONT.

### T. WHITE & SON,

MANUFACTURING JEWELERS,

LAPIDARIES & DIAMOND SETTERS,

RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.

Canadian and Foreign Stones, Rubies, Sapphires, etc., Polished and Mounted for the Trade.

N.B.—A variety of Stones and Imitations of all kinds in Stock

### C. W. COLEMAN,

10 KING ST. WEST, up Stairs, . . . TORONTO.

WATCHMAKER TO THE TRADE.

Importer and Dealer in GRANDFATHER CLOCKS,

QUARTER TING-TANG AND CHIMES.

ESTIMATES FURNISHED FOR TOWER CLOCKS.

## W. COATES & BRO.,

JOBBER IN

### JEWELRY AND WATCHES,

BROCKVILLE, ONT.



# NEW GOODS.

LEVY BROS., HAMILTON, ONT.

For the coming Fall Trade we have made extra exertions to secure some

## NEW AND TASTY GOODS

and for that purpose ENGLAND, FRANCE, GERMANY and the UNITED STATES have been visited, and we have been successful.

## OUR FALL STOCK HAS ARRIVED

and when our Travellers call on you they will show you grand value for your money, and goods that will sell at sight. Do not buy until you see what we have to offer.

## IN AMERICAN AND SWISS WATCHES

... WE LEAD. ...

A complete line of Association Movements, Filled and Silver Cases as low as the lowest. Gold Cases all sizes and designs.

## WE HAVE SPECIALTIES---TRY THEM.

Also Silver Goods, Registered, (we are sole agents for Canada) "white as silver and guaranteed to wear white throughout."

"L. B. Silveride," O.F., Key Case. The best Case in the world.

"L. Bros." & "L. B. H." Standard Rolled Plate Chains.

A1 Spectacles, Registered. The cheapest and best spectacle in the market.

A very large stock of French Marble Clocks, and our usual heavy stock of American Clocks.



**NOVELTIES.**—The firm of S. E. Fisher & Co., of North Attleboro, Mass., advertise in this issue some novelties in the way of collar buttons and bracelets that every jeweler attending the Carnival ought to take a look at. The firm of S. E. Fisher & Co. is well known throughout the U. S. as one of the oldest and most reliable manufacturers of rolled plate goods in that country, and their goods can always be had from any of the first-class jobbing houses.

**DAVIS BROTHERS,** the enterprising jewelers of Yonge Street, Toronto, have just completed some very extensive alterations which make their establishment one of the most elegant in the city. Mr. Joseph Davis is to be congratulated upon the good taste he has displayed in the interior decorations, and we trust that the business may feel the beneficial effects of these improvements long after the novelty of their appearance has ceased to attract the attention it does at present.

**ELECTRIC PROTECTION.**—We direct the attention of our city readers to the advertisement in this issue of the Holmes Electric Protection Co., whose efficient protection is now getting to be so well known by bankers and jewelers as to require no comment. The Toronto branch, under the able management of Mr. A. S. Wigmore, has rapidly come to the front, and if it keeps on increasing its membership in the future as rapidly as it has during the past year, will soon be the largest in Canada.

**TOO BAD.**—The celebrated band of the Elgin Watch Company, which had been out West on a tour, were unfortunate enough to lose all of their band instruments and uniforms in the burning of the Texas Spring Palace. Fortunately none of the members sustained any personal injury, although they ran considerable risk while helping to rescue the women and children from the burning building. The total loss to the band will aggregate over \$15,000, which will probably be made good by the Company and its employees.

**STEALING IN TRANSIT.**—One of the Grand Trunk freight cars was rifled of its contents while standing on a siding at Toronto, and amongst the goods stolen were several hundred dollars' worth of silver-plated ware, shipped by one of the plate companies in Toronto to a customer. If the goods are not recovered, it will be a nice question to determine whether the goods belong to the consignor or the consignee, and which of them will have to take the risk of recovering the amount from the Grand Trunk Railway Co.

**EFFECTED A SETTLEMENT.**—Mr. A. H. Welsh, manufacturing jeweler, of this city, has been in financial difficulties for some time past, and after struggling along in the hope of clearing himself, at last decided to ask for the consideration of his creditors. After some little negotiations, the following settlement was arrived at, viz: 35 cents on the dollar; 5 cents cash, and the balance in four equal payments of three, six and nine months, secured. The firm's liabilities are \$1,000, and assets, \$7,237.

**THE New York Jewelers' Catalogue** has the following kind words in a recent issue for Mr. Beeton's Horological School: "E. Beeton, a writer for the Toronto TRADER and a watchmaker by trade, has, at the earnest solicitation of numerous readers of the TRADER, started a school for watchmakers in Toronto. This is the first institution of the kind in Canada, and we hope it will prove a success. The many horological schools in the United States will look at the new enterprise with interest. Imitation is the sincerest form of flattery."

**HE WON'T VISIT THEM AGAIN.**—The *Grand Valley Star* furnishes a method of knocking out unlicensed competition, from which some of our readers might take a leaf. In a recent issue they say:—"Mr. W. M. Chaters, a jewelry pedlar, was brought before Mr. Wm. Osbourne, J. P., on a charge of having sold jewelry in the county of Dufferin, contrary to By-law No. 78, of the said county. As Mr. Chaters pronounced that he would not come to Grand Valley again the prosecutor, Mr. K. B. Taylor, dropped the case, Mr. Chaters paying the costs."

**SERVICES.**—The *Philadelphia Keystone* in its last issue, has the following very sensible and timely advice to retail jewelers, regarding the selling of goods: "Sometimes the merchant should appear to know more than his customer, sometimes he should not. It depends. If the customer is heady and full of self-assurance, the salesman should be reserved. If the patron seems to wish for guidance from the mer-

chant, the latter may assume the role of adviser and appear the wiser of the two in that particular matter. But discretion is necessary, and the sensible dealer will adapt himself to his customer."

**THE PRIZE TEA MERCHANTS AGAIN SOLD.**—Two young fellows named Chase and Cox had been operating a gift tea store in London for a couple of weeks, and disposed of a large quantity of tea and so-called diamond jewelry and gold watches to an unsuspecting public, when their game was nipped in the bud. The police thought they were guilty of a violation of the Lottery Act and accordingly summoned them to appear before the Police Magistrate. When the magistrate asked for them it was shown that the shop had been closed and the tea merchants had gone west on an early morning train. A number of creditors are left sorrowing.

**WATCHMAKERS, ATTENTION!**—\$10 reward. Lost in Muskoka, about a year ago, a ladies' solid 14k. gold hunting cased watch, Elgin, key wind, 10 size, movement No. 1,456,665, case plain, polished centre with engraved border. A ladies' 10 size, key wind watch is rather an unusual one. Any watchmaker having had one to repair would probably remember it. Look over your watch book. If you have had it write the undersigned at once. The above reward will be paid to any person furnishing information resulting in the recovery of the watch, if they will address Geo. W. Beall, Watchmaker, Lindsay.

**CANADIAN DESIGNS.**—The American Watch Case Company of Toronto, have offered several valuable cash prizes for competition amongst their employees for the best original designs for watch cases. The Company want to encourage original designing amongst their employees and have taken this very practical way of doing so. The designs are to be all in by the 15th July, when awards will at once be announced. It is expected that some elegant novelties in watch case engravings will be secured for the fall trade.

**MEDALS.**—The model work of P. W. Ellis & Co., medalists to the trade, can now be seen in every town in Ontario where summer carnivals are rampant. During the Galt Carnival we noticed that almost every citizen, and fully half of the visitors, were decked out with one of P. W. E. & Co.'s medals, and the local jewelers must have reaped quite a harvest from this item alone. A few years ago such goods could not be had in Canada short of sending to England for them six months in advance, now they can, thanks to the N. P., be had at our jewelers, very doors as it were, of a quality and price to compete with any in the world.

**THANKS.**—We have to thank Mr. A. Blue, Deputy Minister of Agriculture for the Province of Ontario, for a copy of the report of the "Ontario Mining Commission," of which he was secretary. A cursory examination of the report shows that it contains a great deal of valuable information regarding the mineral wealth of this province, and should do much to bring its resources and capabilities prominently before the world's capitalists. The tables are ably compiled, and the report, as a whole, most interesting, and reflects the highest credit upon Mr. Blue, who has long been known as one of the most talented and indefatigable officers in the service of the Ontario Government.

**HYMENEAUS.**—Our young friend, Mr. Harry K. S. Hemming, of the Hemming Bros. Co., Limited, of this city, was last month married to Miss M. Fox, of Montreal. The happy couple spent the greater part of their honeymoon trip amongst the Thousand Isles of the St. Lawrence, and speak in unqualified terms of the rare sport to be had amongst the fish which inhabit those classic waters. Harry is now quietly settled down again to business at the old stand on York Street, looking perfectly contented and happy. THE TRADER sincerely wishes the young couple long life and prosperity and every happiness incident to the married state.

**THE TORONTO CARNIVAL.** The midsummer Carnival, to be held in this city on the 1st of July and subsequent days, promises (if the weather is favorable) to be one of the most brilliant fetes of its kind ever held in America. Extensive preparations for displays of every variety have been thoroughly completed, and if our visitors do not have a good time, it will not be because there are not sufficient attractions. Our wholesale jewelers have got their stocks well sorted up, so that their friends who run into the city to "do" the Carnival, can kill two birds with one stone, and make their expenses by buying some





# The Montreal Optical & Jewelry Co., Ltd.

**Warehouse and Factory, 1685 Notre Dame St. Montreal.**

P. O. BOX 1054.

**ONLY MANUFACTURING OPTICIANS IN CANADA.**

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

## OPTICAL GOODS

Ever Shown in the Dominion.

*Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles*  
**AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.**

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

## Montreal Optical and Jewelry Company, Limited.

## The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES

ORIGINAL.

DURABILITY

GUARANTEED.



# J.G.C. & CO.

FINISH ALL

THAT

COULD BE

DESIRED.

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

## J. G. CHEEVER & COMPANY,

**NORTH ATTLEBOROUGH, MASS., U.S.A.**

GEO. P. WAGNER.

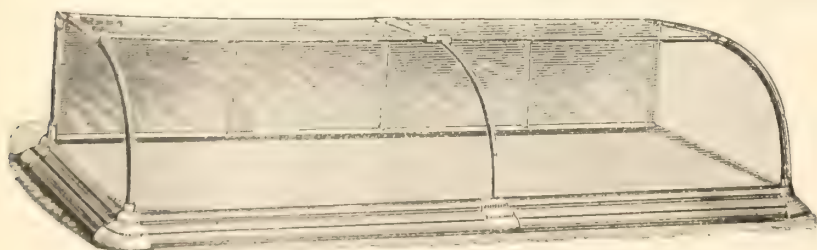
CARL ZEIDLER.

D. C. WAGNER.

## DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.

(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver  
Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

Show Rooms, Head Office and Factory: West Toronto Junction, Ont.



of the novelties that are being put on the market for this season's trade.

**ANOTHER BURGLARY.**—On the night of June 11th, the jewelry store of Mrs. Keene, Lindsay, Ont., was burglarized, and a quantity of watches, chains, rings and other jewelry belonging to C. M. Hughan, jeweler, who had the use of one of her shop windows, carried off. The Toronto police were at once notified of the affair and requested to keep a sharp look out for the burglars. This they did so successfully as to arrest Thomas Keefe, living on Ontario street in this city, as one of the parties who committed the depredation. Keefe was taken to Lindsay by the Chief of Police of that town, and will be tried there if sufficient evidence can be secured to warrant his committal.

**ELECTRIC TIME.**—The new Canadian Bank of Commerce in this city has recently been fitted up by Messrs. E. & A. Gunther with an electric system of clocks known as the Warner System. This system does away with the necessity of having separate clocks in every room, as only one master clock is necessary and all the others are operated by it by means of electrical connection. The system, while exceedingly simple, is yet most effective, as every clock in connection with the central time keeper keeps beat with it, second by second, with unfailing regularity. Messrs. E. & A. Gunther have secured the sole wholesale agency of this invention for Canada, and those desirous of using it should give them a call and test its workings.

**A CHANGE.**—Messrs. J. E. Ellis & Co., the well-known retail jewelers, doing business at the corner of Yonge and King streets in this city, having been notified that the lease of their present premises has been sold by the proprietor to the Canadian Pacific Railway Co., last week completed the purchase of that very desirable warehouse occupied by Jas. Beatty & Co. as a carpet warehouse, and just one door east of where they now are. The price paid for the building is said to have been \$20,000, and a ground rent of \$1,700 per year. Their present lease does not expire for a couple of years yet, and we understand that before moving, Messrs. Ellis & Co. contemplate re-modeling their new building and fitting up what will probably be the largest and finest retail jewelry warehouse in Canada, when completed.

**THE AMERICAN WATCH CASE CO.**, of 67 Adelaide Street West, Toronto, shut down on the 1st July for their usual semi-annual stock taking and machinery repairs. They will start up again on the 15th inst. with a full force, and our retail jewelers may look out for some new and very pretty goods for this fall's trade. The new hunting filled case put on the market by the Company last month, is pronounced by every one who has seen them as being fully equal to any filled case ever turned out of any U. S. factory, and a credit to Canada. Like all other goods made by the A. W. C. Co., they are the best of their kind, and the trade can safely buy them from any jobber with the knowledge that their business will suffer no discredit by handling them. They sell at nearly twenty per cent. less than the American hunting filled cases did before the raise of duty.

**SILVER AT PORT ARTHUR.**—A recent despatch from Port Arthur, Ont., says that a wonderful bonanza has been struck at the celebrated Badger mine, owned by Milwaukee people, situated near Port Arthur. It is from this property that over \$25,000 in silver was shipped during the last twelve months. Supt. Shear, feeling satisfied that the vein on which they were working was not the only one on the location, commenced prospecting, and two weeks ago struck a new run some 350 feet North of the other. This has been traced for nearly 2,000 feet. A shaft was commenced, and after sinking fourteen feet, a vein four feet wide was struck, with an eighteen inch paystreak of native silver, sulphide of silver, argentiferous galena, and zinc blende, which averaged 1,757 ounces of silver per ton. The Badger people are very confident over their prospects, and have purchased the adjoining property, known as location 96 T., 160 acres, or the Porcupine mine, for \$25,000 cash.

**CANADIAN SAFES ABROAD.**—Some time ago Messrs. J. & J. Taylor, the well-known safe manufacturers of this city, received an unsolicited order from a large firm in Queensland, Australia, for one of their best fire proof safes of large size. The safe was finished in due course and shipped to Australia, via England, but unfortunately the steamer which carried it was accidentally sunk during its passage through the

Suez Canal. The Messrs. Taylor wrote to the firm in Australia for instructions regarding the matter, and in reply received a cablegram a few days ago, instructing them to make and ship them two duplicates of the lost safe instead of one. These unsolicited orders from our brothers on the other side of the globe are encouraging, as showing how rapidly Canada is coming to the front as a manufacturing country. All that is now wanted by us is first-class steamship communication direct with the foreign countries we desire to trade with, and our export of manufactured goods will receive an impetus that it will be hard to estimate the extent of.

**IT MAY CUT BOTH WAYS.**—As a result of the proposed discrimination against European goods, and in favor of those of American countries by the McKinley and other bills now being considered by the Senate and Congress of the United States, the following motion in the British House of Commons by Mr. Howard Vincent, shows that like edged tools, tariffs are dangerous things to fool with, and may cut in other directions than the one intended. The resolution says that "Whereas the American tariff will inflict great injury upon the trade of Sheffield and upon British traders and artisans generally, the House consider whether a free market ought to be longer given to the competing products of a foreign State which puts a prohibitory tariff on British goods." If the passage of the McKinley bill has the effect of making the English people put a duty on American breadstuffs and manufactures, it would be the worst blow commercially that the U.S. ever got, and would certainly do them very much more harm than the proposed bill would do them good.

**IS IT AN ARGUMENT YOU WANT.**—Commenting on the discussion of the watch "Botch" question which has been carried on in our columns for some months, the *Keystone*, last month, rises to say: *The Waterbury* goes on record as favoring the plan of "compelling" all watchmakers and watch repairers to "prove their knowledge and capability before being permitted to act as watch repairers or adjusters." Our e. c. is evidently not a believer in the "let alone" theory of government—the theory based on the principle that that government is best that governs least. *The Trader* is now making something of a specialty of the "botch" watchmaker, and has arrived at conclusions differing from those of the *Waterbury*. We suggest that it attempt to show the New York journal the error of the regulating way of attending to the "botch." *The Trader* has neither time nor inclination to convert our esteemed and taking contemporary the *Waterbury* from the error of its way on this question, but the *Keystone*, who goes to the same readers, might undertake the task, if it considers it of importance to the trade.

**A NEW JEWELRY CORPORATION.**—The Gold and Silver Trading and Security Co. is the name of a new company organized by Mr. E. M. Trowern, of this city, and which proposes to purchase old gold and silver bullion and jewelry of every description, and also to do a regular retail business in watches and jewelry as well. The company have purchased the jewelry business of Mr. Trowern, which will be made the basis of their venture, which will be carried on in the same premises, No. 113 King St. West. Mr. Trowern's stock, valued at about \$10,000, will be taken over by the new company on the 1st July, when they will at once commence operations. The capital stock of the company is \$100,000, of which \$50,000 has already been taken up by first-class men, and who are ready to take up the balance as soon as more capital can be utilized to advantage. At their meeting for organization, held a few days ago, the following well-known gentlemen were elected as the officers of the company for the current year: President, Dr. Woods; Vice President, P. T. Trowern; Sec.-Treas., B. Woods; Manager, E. M. Trowern; Directors, T. A. Heintzman, E. J. Clarke, Jas. Pearson, John Lee, Wm. Townsend and A. G. Crosby. The company are entering on what is practically a new field of enterprise in Canada, and with the ample capital at their disposal, and a manager of such ability and experience as Mr. Trowern undoubtedly is, they should make the business successful beyond a peradventure. Mr. Trowern, as our readers well know, has had a good many reverses in his business career, and we are glad to see that his indomitable energy has brought him on the top once more in such a shape that he will be able to find full scope for his ability.



# R. F. S. & CO.

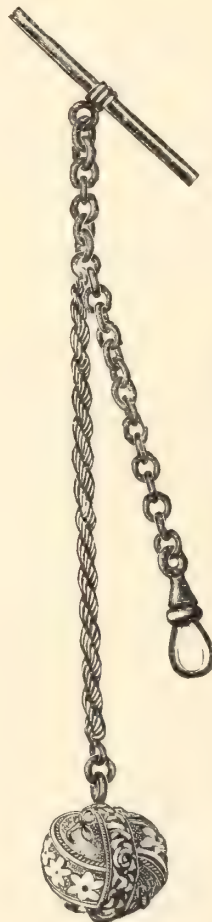
## "SAFETY QUEEN."



No. 2520.—Bright.



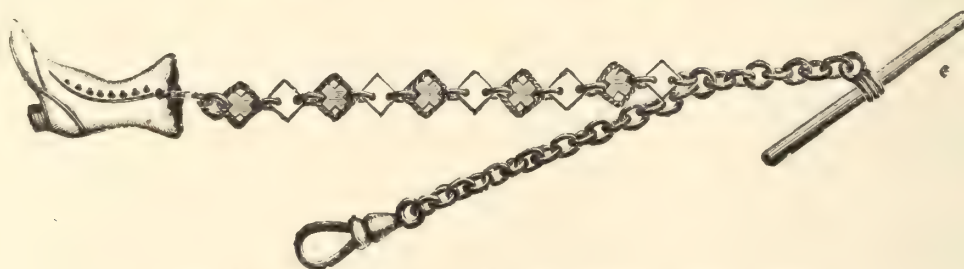
No. 2468.—Roman Gold.



No. 2490.—Bright.



No. 2483.—Bright.



No. 2497.—Pearl and Gold Combination. Pearl Charm.



No. 2500.—Pearl and Gold Combination Pearl Charm.



**WHO PAYS THE DUTY.**—The *Globe* and other free trade journals insist that the consumer pays the duty on all imported goods. This protectionists say is nonsense, that who pays the duty is pretty much a question of supply and demand, and whether we want to buy worse than the other party wants to sell. The watch case trade between Canada and the U. S. will fully illustrate this point. Before there were any Canadian factories in existence, the price of cases in Canada was the regular American price plus whatever duty was levied by the Government, and varied from 15 to 17½ per cent. American goods in Canada were, therefore, from 15 to 17½ per cent. dearer in Canada than they were in the U. S. To-day under a protective tariff of 35 per cent. American goods instead of being sold in Canada at 35 per cent. advance on U. S. prices, are actually sold here at identically the same prices as they bring in their own home market. If you ask any Canadian jobber who pays the duty on "Montauk" or "Union" cases, he would simply smile and show you a credit note from the U. S. manufacturer for the amount of duty, he, the Canadian jobber has to pay the Canadian Government. There must either be a big bonanza in making snide gold filled cases, when the manufacturers can afford to sell them for export at from 30 to 35 per cent. less than they do to the largest trade in their own country, or the idea of these manufacturers is to break down the Canadian factories by this cut-throat competition, well knowing that when once they are closed up again they can easily raise the prices enough to recoup themselves for the loss they have sustained in so doing. The wonder is that American jobbers, who are usually so wide awake, will submit to be compelled to pay 35 per cent. more for the goods of these manufacturers, than Canadian jobbers just across the line can buy them for. So far as watch cases are concerned, these credit notes should fully answer the query of "Who pays the duty?"

## OTHER NOTES.

THE surgical operation performed some time ago upon the throat of Campanini, the great singer, has resulted in a great success, and the voice, believed to be silenced, will be heard again.

THE 250-copies edition de luxe of Stanley's new book, with his autograph, the original price of which was fixed at \$25 per copy, have all been bought by speculators. The price is now raised to \$150 per volume.

MARK TWAIN'S success in life, says a correspondent of the *Chicago Times* seems to have made him crusty and sour. He is worth considerably over \$2,000,000, and finds it no joke to take care of so much wealth.

THE KING OF SIAM has a private fortune of \$50,000,000, with an annual income of \$10,000,000. Of course the temptation of a man with this wealth to require everybody to approach him on all fours is very great, and yet the Siamese monarch has lately abolished this custom.

PHONOGRAPHS are rapidly becoming one of the standard branches of education in Great Britain. From recent returns it appears that in the first quarter of this year the teachers of phonography had under instruction, in the whole of Great Britain, 34,739 males and 3,028 females, making a total of 37,767, while the number under instruction during the whole of last year was 44,749.

It is stated in Italian journals that the dome of St. Peter's has been cracking for a considerable length of time, and the number and extent of the fissures is becoming alarming. It appears that about one hundred years ago a similar state of things was remedied by encircling the dome with a strong band of metal. The band was heated and its contraction on cooling was found to be sufficient to close up the cracks.

It is said that a man severely afflicted with deafness can hear when riding in a rumbling car. The philosophy of this phenomenon, as stated by an aurist, is due to the well-known counteraction of the noisy motion on the drum of the ear—that is, the rumble of the heavy wheel on the track causes the drum to vibrate, and in this way producing or exciting the capacity to hear. Instead of raising the voice when speaking to a deaf person in a moving car or vehicle, the voice should be low.

## OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade. NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

**A** YOUNG MAN of good habits and five years' experience at watch and clock work, is open for an engagement. Will accept moderate salary to begin. Unexceptional references. Address A. C., care of C. E. BILLINGS, 208 Dundas Street, London.

**A** RARE chance to purchase a good paying business in the best town on the Intercolonial Railway. Stock about \$5,000; population 7000. Terms to suit. Owner retiring from business. Only those meaning business need apply. H. ELLIS, 14 Wellington Street W., Toronto.

**F**OR SALE, good paying jewelry business in good town in Western Ontario, population 2200. Repairing more than pays all expenses. Stock small. Correspondence strictly confidential. Owner has other jewelry business to attend to. Address, A. B., (JEWELRY), TRADER Office, Toronto.

**F**OR SALE or will exchange for watches, Francis engraving machine with box of type and attachments. Price \$60. Good order. DAVIDSON BROS., Vancouver, B. C.

**F**OR SALE.—Nine volumes of *Jewelers' Circular* from 1880 to 1890. *Watchmaker and Metalworker*, Chicago, from July 1881 to Dec., 1887. *Jewelers' Journal*, Nov. 1883 to Oct. 1887. Also five or six last volumes of *Keystone*. All in bond. Apply to NABESHIMA, care of TRADER PUB. Co., Toronto.

**F**OR Sale.—In the thriving Town of Dunnville, a good jewelry business; central location. Established over 30 years, will sell at a bargain house and lot including stock and fixtures, this is an excellent opportunity for a good practical watchmaker. Good reason for selling; have been 55 years at the bench. For particulars address, E. J. LASALLE, Box 11, Dunnville, Ont.

**S**TOLEN.—One ladies' six size 14k. gold watch, engraving turned, engraving T. B. to M. B. 83, on chain. A liberal reward will be given by applying to T. B. care of TRADER PUB. Co., Toronto.

**S**ITUATION as watchmaker and telegraph operator or watchmaker alone, complete kit of tools, Webster-Whitcomb lathe, &c. Good workman, single. Best of references. Wages not less than \$10 per week. Address, P. O. Box 254, Waterloo, Que.

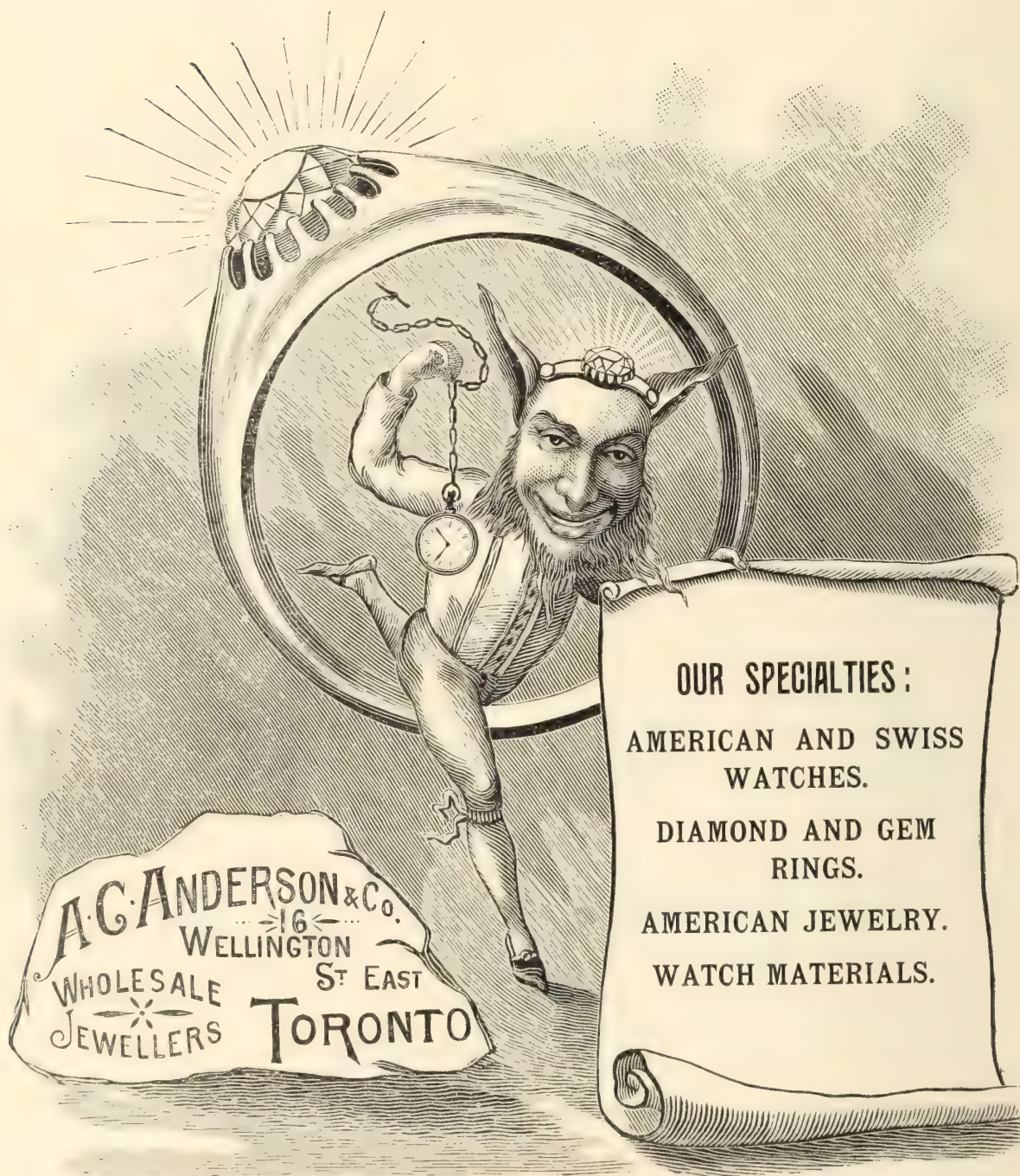
**S**ITUATION WANTED by young watchmaker as improver, two years' experience. Well up in watch work. Good references. Wages no object. Address, L. O. C., Box 663, Guelph, Ont.

**T**O JEWELERS.—Situation wanted as jobber. Can supply tools. Apply 16 Russell St., Toronto.

**W**ANTED working jeweler, steady employment. Must be honest and of steady habits. References required. Apply by letter stating wages to A. ROSENTHAL, Ottawa.

**Y**OUNG MAN WANTED to learn the watch repairing and jewelry business, one preferred who has had a few months' experience or more. Good references required. Apply to G. J. CLARKE, Vinden, Man.





**OUR SPECIALTIES :**

AMERICAN AND SWISS  
WATCHES.

DIAMOND AND GEM  
RINGS.

AMERICAN JEWELRY.  
WATCH MATERIALS.

**A.C. ANDERSON & Co.**  
WELLINGTON ST EAST  
TORONTO  
WHOLESALE  
JEWELLERS



## WISE AND OTHERWISE.

**HE SAW IT.**—A brother who was trying to buy a cow from a poor widow at less than it was really worth, suspended conversation with her for a moment to raise a point with a friend standing by as to "the sin of dancing." Quick as thought came the reply: "Certainly it is not as much of a sin to dance as it is to cheat a poor widow out of her milk cow."—*Richmond Religion Herald*

**SOMETHING LIKE IT.**—One of our neighbors, a little boy of nine years, had learned a verse at Sunday school, "I have planted, Apollos watered." The next Sabbath the verse was called for. Not one in the class could remember it. Our little friend, however, had a glimmer of light, and holding up his hand, said: "I can't remember exactly what it was, but I know it was something about Apollinaris water!"—*Babyhood*

**CAN'T ECONOMIZE WITH HER.**—"No," said Nannie in confidence to her best friend, Katie: "if Charlie should propose to me before Christmas I would tell him to wait, because if I accepted him he would make the ring do as a Christmas present, and otherwise he would be sure to send me something else nice. After Christmas I'll accept him and get the ring anyway. He needn't try any economical dodge with me."—*Harper's Bazar*

**HURRAH!—Change of Heart.**—Socialistic Mob—Bring him out! Hang him! Down mit monopoly! Inventor (putting his head out of the window)—Goodness me! What does this mean? Mob Spokesman—You moost die! Ve hear you invent a machine vat do de vork off von hoo dret men. You dake breat out off dere mouths; you—Inventor—This machine of mine is an attachment for breweries, and will bring beer down to one cent a glass. Mob (wildly)—Hurray!—*New York Weekly*

**HOW HE HEARD.**—Omaha Teacher—"Will some member of the class explain how we hear things?" Bright Sprig—"Somebody tells pa something down town, then pa tells it to ma as a profound secret, then ma tells it at the sewing society meeting, and then we all hear it."—*Omaha World*

**CALL AGAIN.**—Brown—"Well, good-day; call again." Spouter (who is in the professional line)—"Excuse me, sir; but I have resolutely set my face against encores of every kind."—*Boston Transcript*

**HE WAS TOUCHED.**—A—"Wiggles is a tough man. He has a heart of flint. I don't believe anything could touch him."

B—"I saw him once when he was touched."

—Where was that?"

—On the race course. A pickpocket 'touched' him for his watch."—*Leavenworth*

**HIS NEW DODGE.**—Housewife—Go on! You can't get anything here. This is no harbor for tramps.

**Hungry McCluskey (drawing himself up)**—Ma'am, I am no tramp. I am a census enumerator, and if yer don't gimme sunthin' ter stop ther cravins of my stummock the law'll be on yer. Thanks! (Departing with a roast chicken.) Smotherin' Jacob, ain't it a great go! I'll keep ther scheme dark or ther rest o ther fellers'll get onto it."—*Lawrence American*

**UP TO THE EMERGENCY.**—Proprietor of Store—So you want a position as porter. Do you think you are strong enough?

Porter—Don't worry about that. I caved in three ribs for the last boss I had and he was three weeks in the hospital.—*Texas Sifting*

**A DANGEROUS PROPOSAL.**—Jenks—I say, Jenks, can you tell me how to make a dollar or two?

Yes, but it would be dangerous to try to pass them.—*Jester*

**JUST WHAT HE WANTED.**—"Would you care to face a burglar alone in a house, Miss Waxey?"

He asked this because she had led the conversation up to a sort of household atmosphere, and he didn't know what else to say.

"Not if I had a man to protect me," she answered, bearing down hard on his left shoulder.

"Why, Miss Waxey, what—why—wouldn't I suit as well?"—*Philadelphia Times*

**WOULDN'T GIVE IT AWAY.**—Parson (returning from church, to small boy with a pole)—Do you know where little boys go who go fishing on the Sabbath? Small boy (with pride and animation)—You just bet I do, and I aint a-goin' to give the soap away, either.

**SOURCE OF THE CONDENSED MILK.**—Farmer—Come out here to the bars, Miss Beacon Street, I want to show you my new Jersey calf.

Miss Beacon Street (enchanted)—Oh, what a lovely little cow! Now, I suppose that is the kind that gives the condensed milk, isn't it?—*Simerville Journal*

**THAT MADE A DIFFERENCE.**—Jeweler—James, bring me the tray of fine diamond bracelets! (To his customer): "For your sweetheart?" Customer—"No, for my wife."

Jeweler—Never mind the diamonds, James. Bring that tray of bright cut silver bracelets."

A clock and a pretty woman are direct opposites. The one reminds us of the hours and the other helps us to forget them.

I went one night to court a maid,

The witching blue-eyed Kate;

The clock had stopped, and so I stayed  
Until the hour was late.

"Why are you like that timepiece, Fred?"

The maiden murmured low;

I gave it up. She softly said:

"Because you do not go."

**WHY HE DIDN'T PAY.**—Dumley (who has sold a watch)—"You told me, Robinson, that if I would let you have the watch, you would pay me in thirty days. It's a good deal more than thirty days now."

Robinson—"Not by the watch; that watch loses twelve hours out of the twenty four."—*New York Sun*

**COURTSHIP.**—Courtship is graced with the glitter of diamonds; but marriage has to scrabble around very lively to get a supply of the plain black carbon. *Puck*

**A PRACTICAL CLOCK.**—There was recently exhibited a clock which indicates the hour by discharging a pistol. This is probably done to kill time.

**TRAMP LOGIC.**—Citizen—"No, I can give you no money; I don't like to encourage idleness. Why don't you go to work?"

Tramp—"It's easy to say that, but it isn't so easy to get a job. I've been trying to get work all the year."

Citizen—"What kind of a job have you looked for?"

Tramp—"Winding an eight day clock."—*Nebraska Journal*

**BOILED DOWN.**—Editor *Jeweler's Weekly*—"This article about putting watches in hot water and how it acts on the works is too long."

Reporter—"Well, what shall I do about it?"

Editor—"Boil it down."

**AN IMPOSING SIGHT.**—A street fakir selling brass watch cases as solid gold watches.—*Judge*

**MORE THAN VALUE.**—The man who buys a cheap watch sometimes gets a good deal of time for a very little money.—*Simerville Journal*

**A POLY-GLOT.**—A jeweler of our acquaintance has a parrot that can tell you the time in three different languages. He is a poly-glot.—*Ex*

**HOW IT IS DONE.**—When a watchmaker fails, of course somebody must be appointed to wind up the affairs of the concern.—*San Francisco Post*

**WHY THEY ARE CALLED.**—Fake diamonds are so called because people get stuck on them so often.—*San Francisco Examiner*



ON A DARK NIGHT.

Voice from upper window: "Is that you, Harold, dear?"

GUGGINSON (in a disguised voice): "Yes, dearest."

Voice: "Papa's asleep in the library, and if you'll take my trunk and jewel box we'll be off to the ministers."

GUGGINSON: "Ah, right, love, just let'm down an' wait till I get 'em over th' fence." (To himself: "Howan' my snuffs' what a snap!" The Judge.)



A. M. BROCK,

IMPORTER OF

WATCHMAKERS'—

AND

JEWELERS'

MATERIALS.

KINGSTON, - - - ONT.

JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

J. S. MURRAY & CO.

GENERAL AND ORNAMENTAL

ENGRAVERS,

ROOM 58,

YONGE STREET ARCADE, - TORONTO.

**REWARD \$10.00.**

Ten dollars will be paid for recovery of watch lost in Montreal, 1889. A Swiss stem-winding hunting, fine finished movement, numbering 67686 in case, variegated figuring outside.

Apply to "Watchmakers' Journal," Toronto.

LOOK AT THESE PRICES FOR

**WATCH REPAIRING FOR THE TRADE.**

|                                        |        |
|----------------------------------------|--------|
| BALANCE STAFFS, . . . . .              | \$1.00 |
| CYLINDERS, . . . . .                   | 1.00   |
| HOLE JEWELS, ordinary, . . . . .       | .50    |
| LEVERS, . . . . .                      | 1.00   |
| LEVERS, straight line, . . . . .       | 1.50   |
| DIALS, plain, . . . . .                | 1.00   |
| DIALS, with seconds, . . . . .         | 1.25   |
| PALLETS, Swiss or English, . . . . .   | 1.00   |
| PINIONS, ordinary, . . . . .           | 1.00   |
| PIVOTS, where piece permits, . . . . . | .50    |
| HAIR SPRINGS, flat, . . . . .          | .75    |
| HAIR SPRINGS, Breguet, . . . . .       | 1.50   |

10% discount when cash accompanies order, and I will prepay return postage. Save time by sending your work to

**BILLINGS, the Watchmaker,**

208 Dundas Street, - - LONDON, ONT.



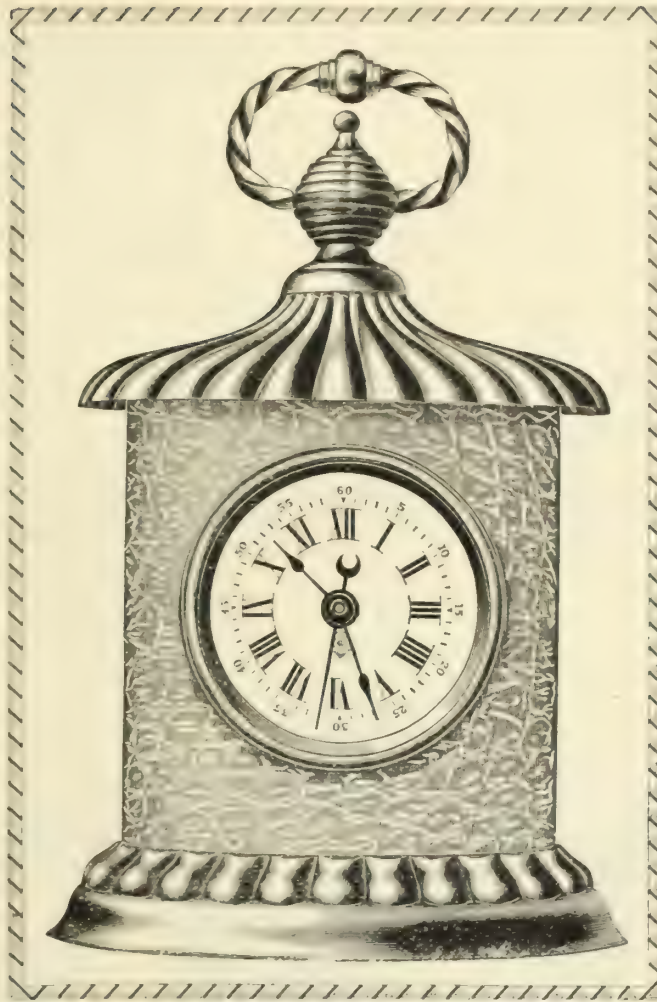


NEW  
STOCK

—OF—

*French*  
*Regulators*

JUST  
TO  
HAND.



IMMENSE  
STOCK

—OF—

WATCH  
GLASSES

In Every Size.

PRICE \$2.40. THE PUCK PRICE \$2.40.

For this month only we are offering the above one day half hour striking clock at this Snap Price. It is the best half hour striking clock in the market.

Every clock is perfect when shipped. **Express prepaid** on orders for half a dozen.

These are Manufacturer's prices and can't be duplicated. For this month only.

E. & A. GUNTHER,  
TORONTO.

Every Clock bears the New Haven Trade Mark.

RELIABLE. - CHEAP. - ARTISTIC.



# SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

## Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

**OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.**

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.



Every Piece is Stamped Thus.

TRADE MARK FOR



HOLLOW WARE.

All our Flat-Ware bears this TradeMark

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN  
**EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.**

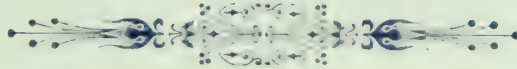
Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

**FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.**





# A CASE YOU CAN SWEAR BY



**T**HE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of GOLD FILLED WATCH CASES.

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to swear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

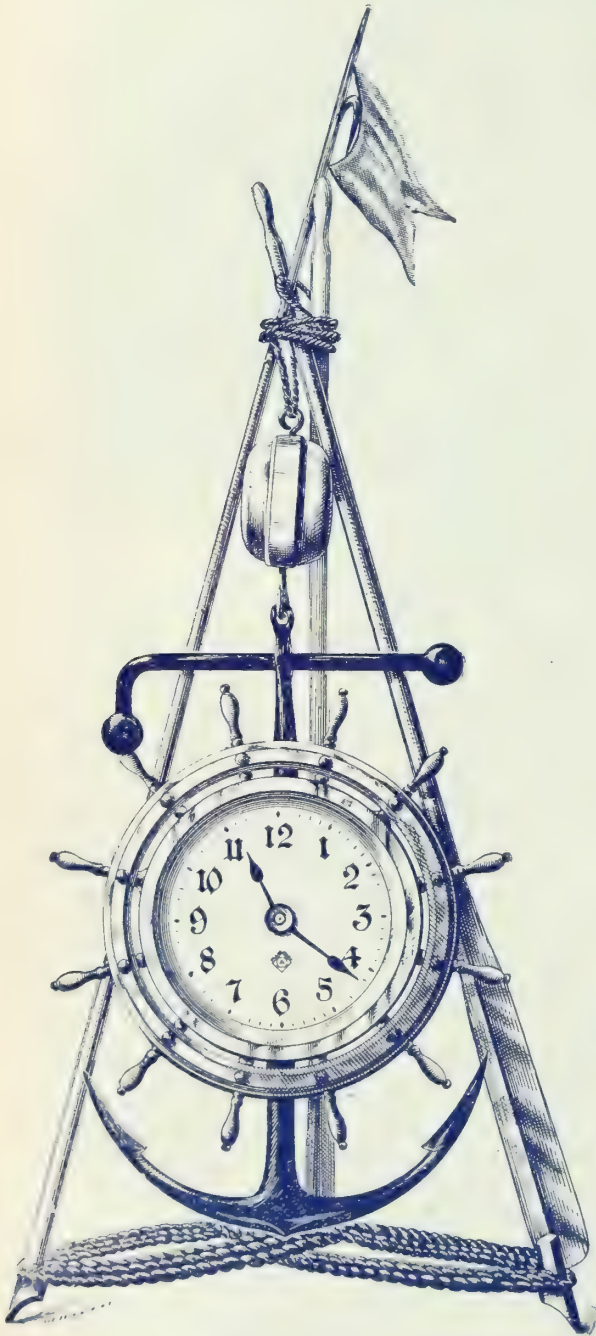
Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can "swear by."

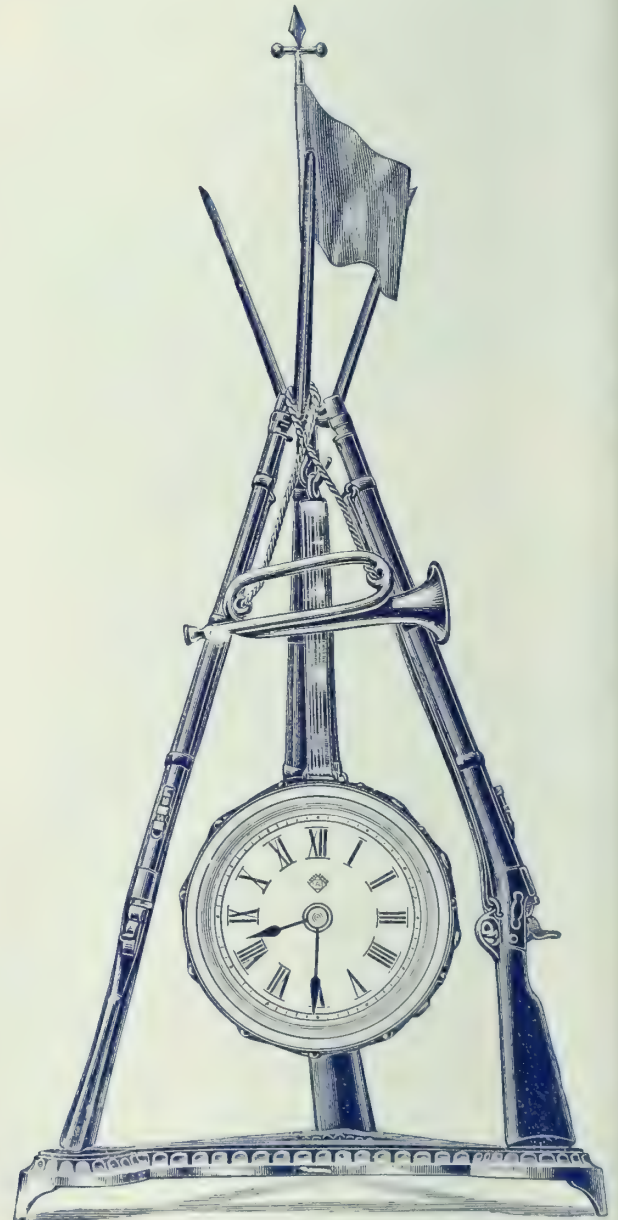


# THE GOLDSMITHS' STOCK COMPANY OF CANADA, (LIMITED)

***AGENTS ANSONIA CLOCK COMPANY.***



NAVY.—8 Day, Time.



ARMY.—8 Day, Time.

Importers of Watches and Fine Jewelry. Distributors of Domestic  
Manufactured Goods.

48 YONGE STREET,

- - - -

TORONTO, ONT.



AUGUST, 1890.



# T. H. LEE & SON

WILL SHOW THIS MONTH FOR THE FALL TRADE

AMN. MOVEMENTS  
DIAMOND AND OTHER GEM RINGS  
GOLD, SILVER AND FILLED CASES  
SWISS AND AMN. CHRONOGRAPHS  
AND THE LATEST  
JEWELRY NOVELTIES.

SPECIAL ATTENTION TO LETTER ORDERS.

T. H. LEE & SON, - - - 1 WELLINGTON ST. EAST, TORONTO.



# P. W. ELLIS & CO.

31 WELLINGTON ST. EAST, TORONTO.

---

## FALL TRADE.

---

Our Immense Fall Importations have arrived. Jewelers will find in our Stock many new departures.

Goods they have wanted, but not yet seen, and we can supply the universal craving for  
**NOVELTIES.**

The productions from our own Factory will surpass our previous efforts.

It will pay you to examine our Stocks before purchasing elsewhere.

Our Travellers have started for all points in Canada

Mail orders attended to by a large and practical staff

Correspondence solicited. Information cheerfully given.

---







# The Goldsmiths' Stock Company of Canada.

(LIMITED).



OUR Stock for the Fall Trade is now Complete in every Department, and we ask the careful attention of the Jewelry Trade of the Dominion to the List of the various Lines enumerated on the following pages, showing the extensive character of our assortment.

These goods have been bought for Cash by buyers well acquainted with the requirements of the trade and the sources of supply both in the American and European Markets.

Wait for and carefully inspect our Travellers' Samples, You will find it a pleasant and profitable task.

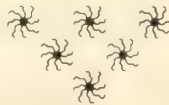




# WATCH DEPARTMENT.

## FILLED CASES.

**P**RICES in these goods we cut close. Our assortment includes all desirable lines. They are fitted with Gold Bows, an essential feature, and our desire is to put in the hands of the Retailer such goods alone as will be satisfactory to the consumer. Do not destroy confidence in a really meritorious article by handling any lines that are not made by thoroughly responsible and reputable manufacturers. We have some Nobby Patterns in Ladies' Goods.

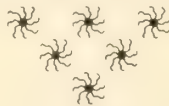


## GOLD CASES.

See our Embossed Pattern. This is the Richest and most Artistic Design in the Market. Made in all sizes.

A Large Assortment of Fine Engraved Ladies' Cases, and Heavy Weights in Gents' Presentation Goods.

Prices in these are so low that any dealer can afford to carry a fair stock.



## SWISS WATCHES.

Special Value in Silver Chatelaines and Ladies' Hunters, also a few very nice goods for fine trade.

## LADIES' AMERICAN GOLD WATCHES.

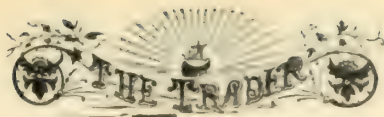
Several hundred Choice Engraved Goods at a Specially Attractive Price. Write for a few on approval.

## MOVEMENTS.

The Regular American Goods with a few desirable lines of Swiss.

The Goldsmiths' Stock Company of Canada, Limited.





# ANSONIA CLOCK DEPARTMENT.

---

## NICKELS.

Prices as favorable as usual.



## NOVELTIES.

Many New and Saleable Goods.



## ENAMELLED IRON.

Lower in price, superior in finish, and more artistic in design than any Fancy Mantel Goods in the Market. See the new Patterns in Pillar Designs.



## WALNUTS.

One Day and Eight Day Specials, at prices as low as any offered.



## PRESENTATION CLOCKS.

Some elegant Silver Finish Goods. The newest and handsomest style of Clock Decoration yet produced; also a few fine things in Oak, with Antique Brass Trimmings.

Remember that Ansonia Clocks for quality of material, beauty of design and mechanical construction are unexcelled. A merchant can work up a more permanent and profitable trade by steadily pushing Ansonia than handling a mixed line of goods.

We are the Canadian Agents.

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The Goldsmiths' Stock Company of Canada, Limited.



## *JEWELRY DEPARTMENT.*



### ENGLISH GOLD GOODS.

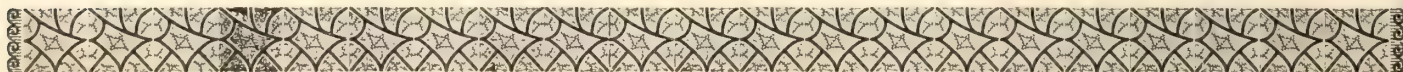
Our importation of Gem Rings is the choicest we have hitherto made ; they are superior to domestic productions in style and finish, and, where fine workmanship is prominent, in value. The assortment was selected from the best manufacturers of Birmingham, and in the highest degree merits your careful inspection.

A very complete range of LADIES' VICTORIAS, BRACELETS, BROOCHES, &c., in the latest designs.



### ENGLISH SILVER GOODS.

BROOCHES, DROPS, BAR PINS, BANGLES in endless variety.



### AMERICAN JEWELRY.

We show, we think, without exaggeration, the most extensive assortment in Canada, novelty after novelty in every class of goods. We recognize fully that this is a very important department and have supplied it most liberally with the freshest goods obtainable.

Our 14k MALTESE CROSS ROLL PLATE CHAIN still leads the market in value, and our assortment of one hundred patterns gives the most critical, abundant choice.

We show Three Hundred Designs in BROOCHES, representing thoroughly all grades.

One Hundred Patterns of LADIES' VICTORIAS with the newest and nobbiest Moonstone and Rosaline set charms in heart shapes, etc. Altogether the completeness of this department in every detail has only been accomplished by the closest attention to the growing demand for this class of goods.



LOOK CAREFULLY THROUGH OUR TRAVELLERS' SAMPLES.

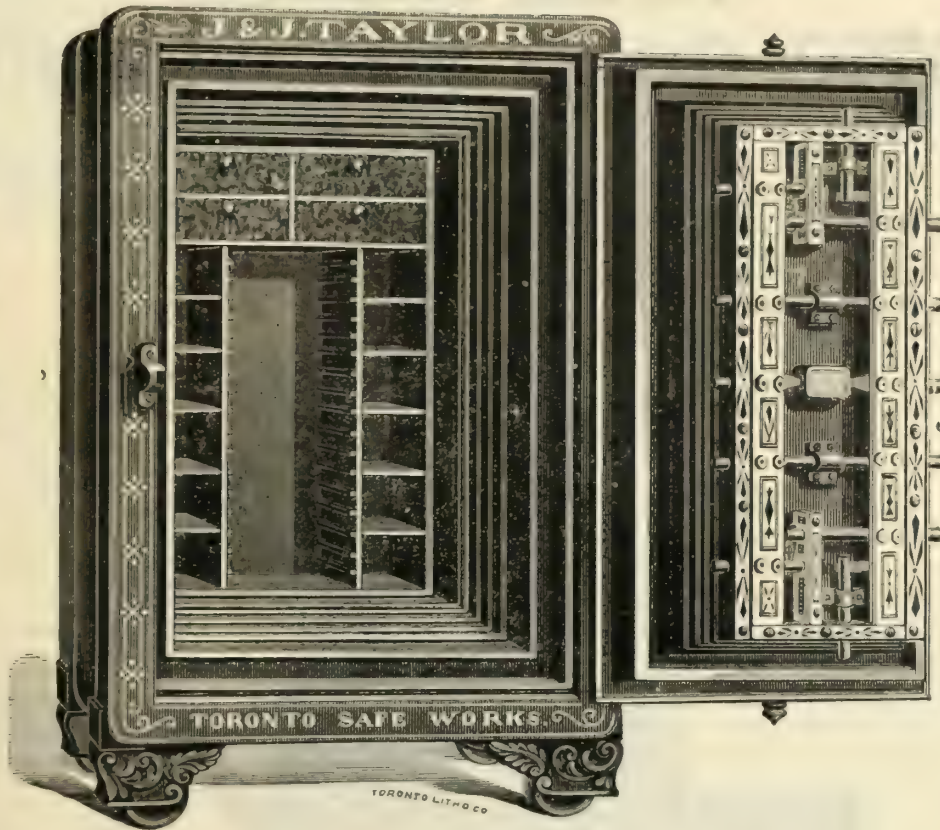
The Goldsmiths' Stock Company of Canada, Limited.





# SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S  
NEW STYLE  
JEWELERS' SAFE,



WITH  
DOUBLE TONGUE AND GROOVE  
FIRE-PROOF DOORS.

## J. & J. TAYLOR, TORONTO SAFE WORKS.

**I**N ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

### FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

**T**HE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

### DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and **PATENTED BY US JANUARY 14TH, 1886.** This door is fitted with a **TONGUE** made of wrought iron, corresponding with and locking into a **GROOVE**, made of same material, on the door frame. To both of these is connected a **SECOND TONGUE** and **GROOVE** made of thin galvanized steel, which is filled with non-conducting material thus making

### TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

# J. & J. TAYLOR,

## TORONTO SAFE WORKS,

117 and 119 Front St. East, Toronto.





# MERIDEN BRITANNIA CO'Y

**FINEST QUALITY**

## ARTISTIC, GOLD & SILVER PLATE.



**MARK**  
For Hollow Ware

TRADE MARK

1847, ROGERS BROS., A1

OR

1847, ROGERS BROS., XII.

For Genuine Rogers Goods.

NO. 65. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories : Meriden, Conn., U. S., and Hamilton, Ont., Canada.





TORONTO, ONT., AUGUST, 1890.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in Jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must in every case accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

67 ADELAIDE ST. W., TORONTO, ONT.

### SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

## EDITORIAL.

### THE OUTLOOK.

SO FAR as any one can at present see, the crop prospect for the Dominion of Canada is an extremely favorable one, and taking it on the whole, beyond the average of ordinary years.

The prospects are also that prices, with perhaps the exception of barley, will be somewhat higher than those which have obtained for the past few years, so that if indications are worth anything, our farmers should find themselves in better circumstances than they have for some years past.

The only cloud in the agricultural horizon is the McKinley U. S. tariff bill, and it is yet too soon in the day to predict whether it will prove merely a sign of wind, or drown the poor Canadian farmer out. Whichever way it turns out, our duty as Canadians is to meet it manfully and discount its harmful effects as far as practicable by finding other and less variable markets for the goods that the United States has hitherto taken from us.

So far as we can at present forecast the commercial future of the country, we should say that all the indications point to a good sound trade for the coming year. Good crops and prices mean a revival of business amongst all classes of the community, and if the jewelry trade does not share in the general prosperity, it will be because they have failed to take advantage of the experiences of the past.

### WHERE THE DIFFERENCE COMES IN.

THE letter of Mr. W. Wentworth, of Montreal, which will be found elsewhere in this issue, criticising our editorial article on the difference between the English and Canadian methods of taxation, calls for some slight comment, not so much on account of the potency of the arguments advanced, as to show up the inconsistency of a certain class of people, who, while quite willing to accept the high rate of wages which obtains for all classes of labor on this continent, refuse to do so without a grumble that they cannot also have all the advantages enjoyed by the under-paid mechanic of so-called "free trade" England.

Such people should remember that "they cannot both have their cake and eat it," and that if they are enamored of the English free trade system, and want its benefits in the shape of cheap goods, they cannot obtain them without also taking its concomitant disadvantages of low wages and accompanying pauperism.

To show the absurdity of the position referred to, we need only point out that if Canada were to tax herself exactly on the same "free trade" lines as England, two things would certainly happen, (1) That on account of the displacement of domestic manufactures (which Mr. Wentworth says are very much higher here than in Great Britain and Europe) thousands of our best and highest paid Canadian mechanics would be thrown out of employment, and (2) That those who were left would of necessity find their wages reduced to the level of the same class of workmen in England and Europe, for it is evident that the same law would apply to labor and its products that is wrongly applied by Mr. Wentworth to the product of the farmers, which he claims is not protected.

Free traders are continually boasting about the cheapness of goods of all kinds in England, and it is no doubt true that some varieties of goods are cheaper in that country than on this side of the Atlantic, but although this is the case it does not necessarily follow that England is a better place for the workingman than this country. The fact that millions of British people, the very bone and sinew of the country, have left their native land and settled down here in America, is proof positive that although free trade England is well enough in its way for the classes, that the masses prefer a country where wealth is more evenly distributed, and the toiler not only receives a higher reward for his labor, but is enabled to live in a much more comfortable style than he could ever have hoped to do at home.

A cheap country to live in does not of necessity mean that it is a good country for the workingman; if so, why do not the advocates of the theory emigrate to such countries as India and China, where living only costs a few cents per day, and the person who is worth a few hundred dollars is considered a wealthy man. An Englishman just returned from Sumatra says that a person can live there on the fat of the land for fifty cents a month, but it is the hardest place to scare up half a dollar that he ever saw.

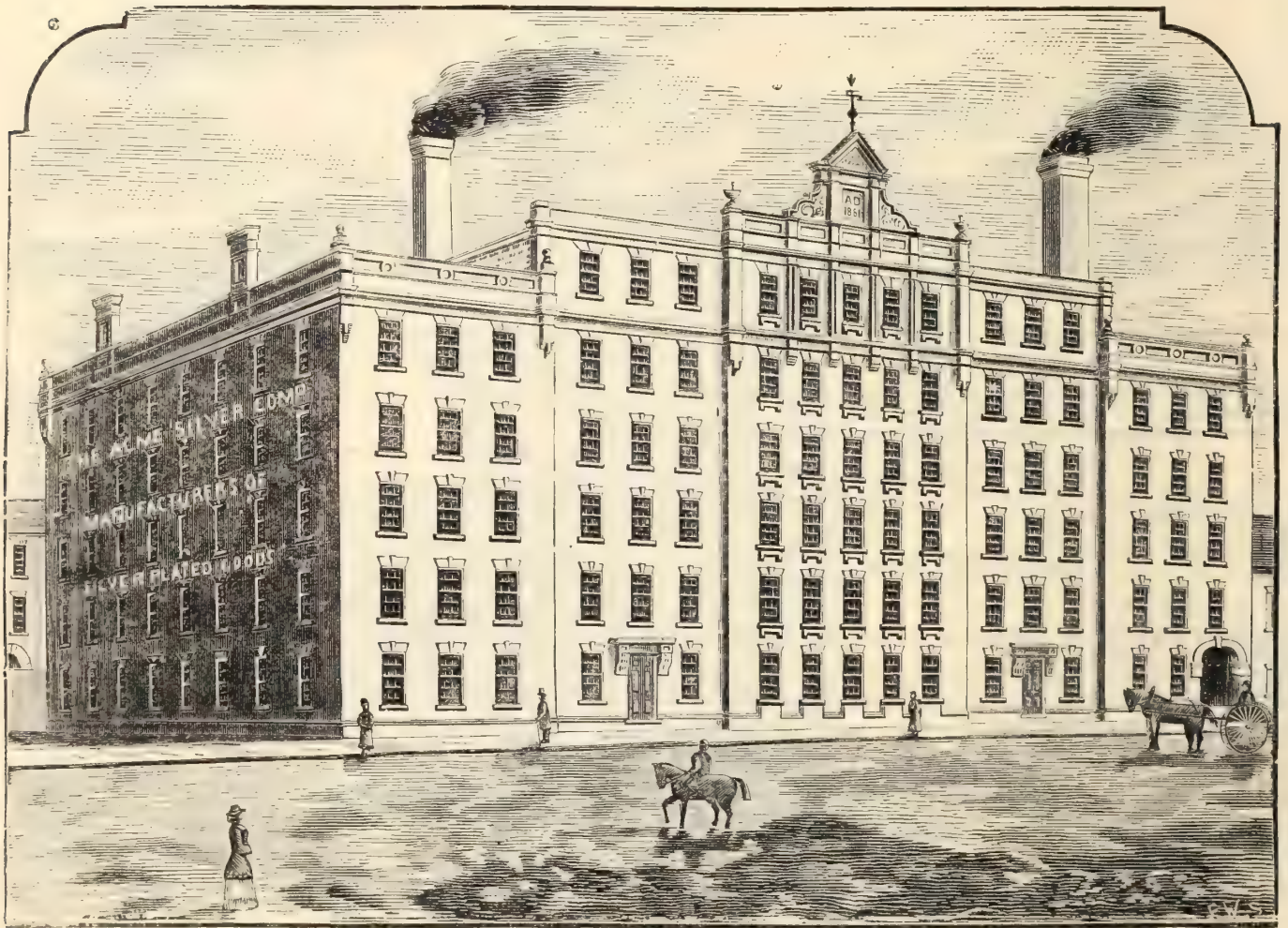
This may be an exaggeration, but it is no doubt true, that although it may cost work people in America more to live than





# OUR \* NEW \* FACTORY

The Largest Silver Plate Factory in Canada and  
the Third Largest on this Continent.



*We expect to occupy the above Building in July.*

# THE ACME SILVER COMPANY,

TORONTO.



it does in England, that they live better and are able to save more money than they ever could do in the old land.

Referring to this aspect of the trade and labor question, the Hon. James G. Blaine, Secretary of State for the United States, in an address delivered during the last presidential campaign very pertinently said, "The issue of protection is incalculably stronger and greater than any man, for it concerns the prosperity of present and generations yet to come. Were it possible for every voter of the Republic to see for himself the condition and recompense of labor in Europe, the party of free trade in the United States would not receive the support of one single wage worker between the two oceans. It may not be directly in our power as philanthropists to elevate the European laborer, but it will be a lasting stigma upon our statesmanship if we permit the American laborer to be forced down to the European level, and in the end the rewards of labor will be advanced if we steadily refuse to lower the standard at home."

In regard to Mr. Wentworth's statement that Canadian consumers are forced by Canadian manufacturers to pay them a similar amount of taxes on every article of domestic manufacture consumed by them that they would have to pay the Government on the imported article, we have simply to say that this statement is not borne out by facts. Mr. Wentworth instances as proof of his assertion that he had to pay \$24.00 for a suit of clothes, while his son could purchase a suit in England for \$14.00, but one such fact, even if it be ever so true, no more proves such a broad assertion than one swallow makes a summer. Now everyone knows that there are a dozen different things about the quality, style and make up of clothing, which will go far towards creating such a difference in price between two suits made by different makers in England itself, let alone in Canada. Without having seen the articles, however, we will venture to say that the Canadian \$24.00 suit, if properly bought, is worth far more money than any \$14.00 English suit, unless the latter has been bought at some bankrupt sale. Our personal experience on both sides of the Atlantic has convinced us that although clothing is cheaper in England than Canada, it is not so well made, and that if you want to buy first-class clothing there you have to pay almost as much for it as you would in this country.

If Mr. Wentworth will give some facts about staple goods that are the same in both countries, and the values of which can be compared with some certainty, we may have something further to say on this subject, but although such assertions as his are frequently made by free trade writers, and journals opposed to the protective policy of the present government, they will be found generally to have just about as slim a foundation as that upon which Mr. Wentworth builds his argument for the abolition of protection to Canadian mechanics and manufacturers.

### HONESTY THE BEST POLICY.

**O**UR readers, in common with most Canadian business men, were no doubt surprised to learn from the daily papers last month of the unearthing of a scandal in the cigar trade, by which it appears that a certain wholesale fancy goods and tobacco house, which has hitherto borne a good character for integrity and fair dealing, has been proved

to have been guilty of palming off cigars of Canadian manufacture as "real Havannas."

It appears that in order to effect this the astute wholesale merchant not only paid for the internal revenue stamps, which the government insists shall be put upon all cigars of domestic manufacture, but went to the additional expense of paying for and pasting over them the regular customs stamps, which are supposed to be used exclusively upon foreign cigars imported into this country through the custom house.

Although this paying of duty to the government twice over at first glance looks like a waste of money, it was not so in reality. On the principle that "a pawn is sacrificed in order to take a knight" that honest importer apparently acted, knowing full well that the addition of the customs stamps was to most people ample proof that the cigars thus branded were imported goods of foreign manufacture. In other words the extra duty was paid out simply for the purpose of giving character to the goods, the importer rightly judging that no person would think of suspecting the government of complicity in a fraudulent transaction. Once it was fairly established that the cigars were real imported Havannas, and did not the customs stamp prove it? they were worth on the open market nearly double what they would bring if sold on their own merits as of Canadian manufacture. And so if P. T. Barnum's assertion, that the people like to be gulled, did not receive another demonstration, it at least established the fact that the Canadian public, who have constantly puffed away thousands of these "Canadian Havannas" under the impression that they were putting on style, knows just about as much regarding the quality of the article they were smoking, as the labels on the boxes told them, and were proud to pay double what they were worth in order to display their ignorance.

In writing up this transaction most of the daily papers have discussed it entirely from the standpoint of revenue, and some of them talk as if no harm had been done because the government had not been actually cheated out of any money.

To our mind, the worst feature of the whole affair is that any self-respecting house could so far lower its character as to deliberately plan a fraud upon an unsuspecting public. They well knew that neither the government nor the retail tobacco conists who handled the goods would suffer by the transaction, but that the real losers must be those who smoked the cigars and paid double price for them. That they were willing to be a party to such an imposition does not say much for their ideas of commercial rectitude, and we shall be very much surprised if in the long run they do not find it work materially to their disadvantage from a purely dollar and cent point of view.

That "honesty is the best policy," is an old maxim and a true one, and although a man may sometimes make money by misrepresentation and unfair dealing, it will be generally found that exposure of his dishonest methods comes out in the long run, and that he would have been far better off had he stuck to straight business and let crooked work alone. Although it has almost passed into a truism "that the only real protection of the consumer is the integrity of the manufacturer," in such a case as the one above cited, the manufacturer may have been ever so honest, and given ever so good value for the money he charged for his goods, but his honesty was neutralized by the action of the middle man, who, not content with a fair



# GEORGE CHILLAS,

HEADQUARTERS FOR



## WALTHAM

## WATCHES.

FULL LINES OF ALL GRADES AND SIZES.

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*I make a Specialty of Caseing all 3-4 Plate Movements  
in Silver, Filled and Gold, thus saving the  
Retailer the trouble of fitting.*

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Original Designs of Engravings procured from best makers  
in the U. S. and engraved on Canadian Gold Cases.

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SPECIAL QUOTATIONS ON  
CRESCENT GOLD FILLED CASES.

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SWISS WATCHES.

Repeaters, Split Seconds and Chronographs, also Silver  
and Gold Chatelaine Watches in endless variety.

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Special Value in Diamonds and Diamond Rings.

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GEORGE CHILLAS, 18 Manning Arcade, TORONTO.




profit, sought to unduly enhance it by misrepresentation and unfair business methods.

While the journalist is sorry to have to record transactions so lowering to the tone of commercial morality in this country, but little pity will, we think, be felt for the perpetrators of any such frauds, and if in the future such people find themselves mulcted both in reputation and pocket, they may take time to reflect upon one of the sayings of our forefathers that "The mills of the gods grind slow, but they grind to powder." And so it is with all dishonest transactions whether in or out of business, retribution may be long delayed, but it is sure to get there all right in the long run.

## CORRESPONDENCE.

### A THOUSAND THANKS.

Editor *TRADER*—Sir :

 I am very sorry to say I must give up business. I thank you a thousand times for the use of your valuable book, *THE TRADER*. As I am going to work on a farm I shall have no use for it.

Yours truly,


EDWARD EAVES,

June 8th, 1890.

Williamstown, Ont.

### WITH PLEASURE.

Editor *TRADER*—Sir :

 PLEASE send *TRADER* to enclosed address, as I have started in business here within the past few months, and, having been used to reading *THE TRADER* all along, I miss the monthly visitor very much. Please send and oblige.


Yours, &c.,

Almonte, June 23rd, 1890.

H. M. O'REILLY.

### YOU WILL GET IT REGULARLY.

Editor *TRADER*, Sir :

 AS I am entitled to your trade paper, I will kindly ask you to send it to me as I am lost without it. It has been one of the best advisers to me as a watchmaker I know of, and thanking you for past favors, I remain, yours truly,


W. M. PERYAM, Watchmaker,

July 4th, 1890.

Tilsonburg, Ont

### COMPENSATION.

Editor *TRADER* :—Sir,

 N presenting this article to the readers of *THE TRADER* I act on the supposition that this journal is read, not only by proprietors or master-workmen of watch repairing establishments, but also—as it should be—by their apprentices and "improvers." I shall therefore endeavor to make its contents intelligible to those of my readers whose education or experience has not carried them

beyond, perhaps, a dim insight into the laws of nature which underlie the principles of compensation, and shall be obliged to ask the indulgence of those who are fortunate enough to enjoy a thorough knowledge of the elements of physics, until the preliminary explanations on this point shall have been passed over.

"Compensation," as the term is used in horology, means providing a time piece with the means of adjusting itself to different degrees of temperature in such a manner that its time-keeping rate is not affected thereby. This article shall treat only on such timepieces the operations of which are controlled by a balance wheel, such as pocket watches, chronometers and small clocks.

In all of these, whatever the particular designation of their escapements may be, the number of vibrations of the balance in a stated period of time—and consequently, their rate of time-keeping—depends on and is determined by the weight of the balance relative to the strength of the balance spring or hairspring as it is frequently called.

More than this, the same weight may be made more or less effective by placing it farther away from or nearer to the centre of the balance.

Keep the same hairspring in a watch and throw the weight of the balance farther away from the centre, that is, enlarge the rim or increase the diameter, and your watch will at once begin to fall behind in its rate. Bring the weight nearer to the centre, that is, contract the rim or reduce the diameter, the motion of your watch will be accelerated. All this in a certain proportion and according to certain well established rules, the explanation of which we shall not here attempt, but shall take it for granted that such is the case.

If any portion of the rim of a balance wheel be placed further away from or nearer to its centre, while the remainder is left in its original position, the removed parts will cause the same effect as if the whole of the rim were moved, only in a much smaller degree.

Now all metals are expanded by heat and contracted by cold, though not all in a like degree. Thus a watch subjected to heat will have the diameter of its balance wheel enlarged, while cold will have the opposite effect and diminish the diameter.

The amount of deviation from the truth in time-keeping, under the influence of different degrees of temperature, is, however, not chargeable to these changes alone. In fact the greater part is chargeable to the altered condition and consequent performance of the hairspring. Nevertheless, these thermal laws, above alluded to, are made use of to overcome not only their own effect, but also that caused by the changes in the hairspring.

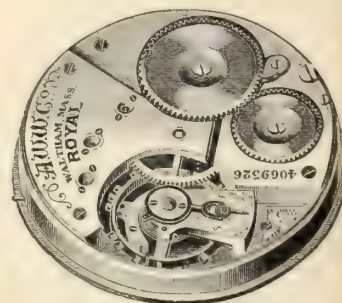
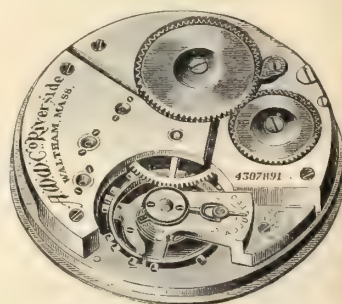
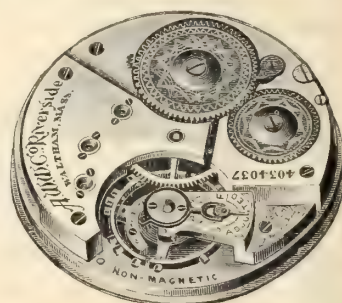
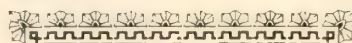
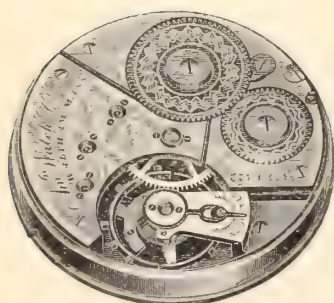
How this is done I shall attempt to explain.

Brass, when heated, expands at a much greater rate than steel does, and of course contracts in a proportionate degree when subjected to cold. In Fig. 1, *a* represents a bar of brass heated to a high degree of temperature, and thereby increased in length as shown by the dotted lines; *b* is a bar of steel heated to the same degree, and lengthened as shown. For the sake of illustration the effects are represented in an exaggerated degree. Brass and steel are commonly used in the construction of compensated balances, though in the manufacture of non-






# WALTHAM O. F. 16 S. PENDANT SETTING WATCHES.



MANUFACTURED BY THE

## AMERICAN WALTHAM WATCH CO.

WALTHAM, - - MASS.

 NOTE. For the convenience of the Canadian trade we have established a Branch Office at No. 185 St. James Street, Montreal. The goods will be, as heretofore, sold to Jobbers only.



magnetic watches steel has been discarded. Other metals, not influenced by magnetism, are used instead, but their effect is due to the same physical laws.

In ordinary compensated balances the rims are made of brass and steel in the proportion of two parts of brass to one part of steel. The brass is placed outside—Fig. 2—and is fused or melted to the steel. For experiment we will suppose

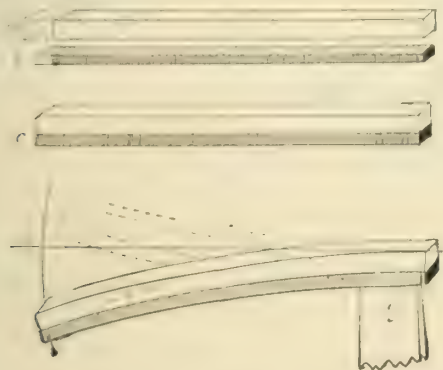


FIG. 1.

the two bars, *a* and *b*, Fig. 1, to be melted together as shown at *c*, and placed in a heated oven. Now, as before, each bar expands in length. If the expansion were the same in both bars the result would be an increase in length, leaving the bar perfectly straight. But since both are fused together and cannot therefore act independently, and since the brass expands in a greater degree than the steel, the result is that the increased volume of brass, when heated, bends the bar towards the steel side, as shown at *F*, Fig. 1, and when subjected to cold the unequal contraction of the two metals causes the bar to bend in the opposite direction as shown by the dotted lines at *E*. The one end of this compound bar being fastened to the arm *g*, of course is kept stationary, while the other is free to move as occasion requires.

In a compensated balance each half of the rim forms such a bar, fastened at one end to the arm of the wheel, while the

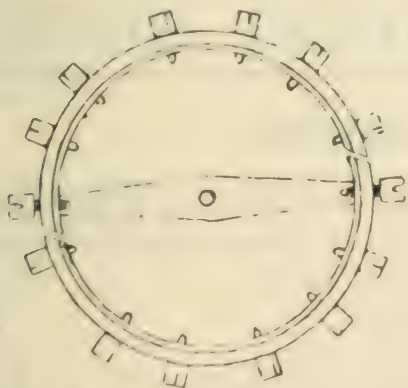


FIG. 2.

other is free, see Fig. 2. If the balance were made of one metal each increase of heat would cause the arms as well as the rim to become larger and the watch would go slower. Each degree of decrease of temperature would cause them to contract and make the watch gain.

In a compensated balance they also expand when heated, but the effect of the enlargement is counteracted by the other

ends of the halves of the rims bending inward as shown in

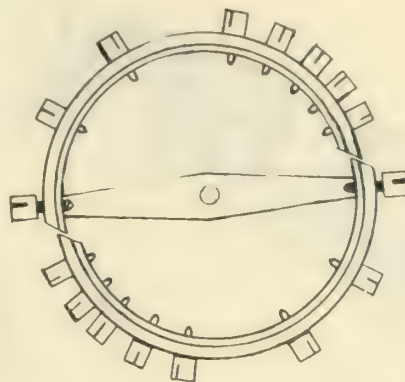


FIG. 3.

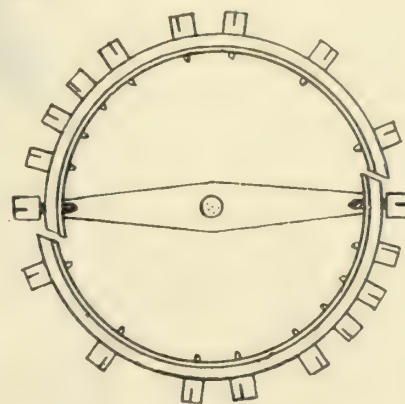


FIG. 4.

Fig. 3 When subjected to cold the arm contracts while the free ends of the rim are thrown outward. Fig. 4. Thus the free ends correct the errors resulting from change of temperature on the metal of the wheel, but as before stated the greater part of the error is chargeable to the hairspring. The correction of this is accomplished by the same means, and the acting capacity of the compound bars is therefore made much greater than would otherwise be necessary. In this way compensation to temperature is effected.

Watch repairers are not supposed to make compensated balance wheels, but if they are supposed to correct the defects which exist in imperfectly made ones, or which may have been brought about by accident or botch work, they should know the principles of compensation, and for this reason I have explained them at such length. I will now try to show how such defects are detected and how remedied. To find out what a watch will do in a certain temperature it is of course necessary that it be kept in that temperature for a stated period. Ice boxes and ovens are used for this purpose and their temperature ranging from 32° to 92° (Fahrenheit) tested by means of a thermometer, maintained throughout that period.

Balances may be either overcompensated or undercompensated, *i. e.*, the effect produced may be either too great or too small. In some watches the compensation is so imperfect as to render them useless. A common balance which would keep perfect time in a certain temperature at least, would be preferable.

To ascertain whether a balance is perfectly compensated, the movement should be placed in a low temperature, say 32°.



# ELGIN NATIONAL



*NEW ISSUE.*



B. W. RAYMOND

NICKEL, OPEN FACE,

PENDANT SETTING.

**UNEQUALLED FOR RAILROAD PURPOSES.**

CORRESPONDING in quality and price with our Nickel Hunting B. W. Raymond movement. Delivery of above grade has already been made to the Jobbers, who will be pleased to supply the Trade.

*General Office, - 76 Monroe Street, Chicago.*

NEW YORK OFFICE, 11 JOHN STREET. FACTORIES, ELGIN, ILLINOIS.

# WATCH COMPANY



for a period of 12 or 24 hours, and the effect noted. Next it should be placed in an oven of a high temperature, say 92°, for an equal number of hours.

Suppose it loses 10 seconds in 24 hours when in the cold, and gains 10 when in the oven. Then it is clear that the balance is overcompensated, that is, the effect we have expected from it has been overdone. If the opposite is the case then it is undercompensated. The former condition can be remedied by shifting a portion of the weight (some of the screws) further away from the free ends as shown in Fig. 4, where the majority of the screws are placed near the arms, and the latter by shifting them nearer to the loose ends, as shown in Fig. 3. Thus the weight becomes more or less effective as the radius through which it moves is made greater or less.

American watches as a rule have holes drilled between the screws. By properly changing the position of the screws from one hole to another, compensation can in almost all cases be perfectly effected without changing the weight of the balance as a whole, or disturbing the isochronal conditions of the hair-spring. Sometimes balances are compensated by having some of their screws exchanged for heavier or lighter ones. It is almost needless to state that it is necessary that all changes which are made either in the position or in the weight of the screws, must be made alike on both halves of the balance rim, otherwise the poise of the balance will be disturbed.

Other modes of bringing about compensation have been introduced from time to time, but the method above described is the one most widely used. A thorough understanding of the principles, and a little experience and ingenuity in applying them, should enable any watchmaker to give the subject of compensation to heat and cold the attention it deserves.

Perfect compensation can be attained at two points of temperature only. Balances are generally made so that these two points will be the extremes of temperature which the timepiece is expected to encounter. For this reason they do not perfectly compensate at points of temperature between 32° and 92° (Fahrenheit) and what is known as the "middle temperature error" is the result. Various means have been devised for the correction of this. What is known as "auxiliaries" are sometimes employed with more or less success, but as these seldom come under the notice of the ordinary watchmaker, I shall desist from making their description part of this article.

AD REM.

## A FREE TRADER'S OBJECTION.

Editor TRADER—Sir :

ALLOW me to express my admiration of your courage and consistency as exhibited in the article in your May issue, entitled, "Where the difference comes in."

You say, "Great Britain is commonly talked of as a Free Trade country, but such is not really the case—the following imports being liable to customs duty, viz. : tea, coffee, cocoa, wine, spirits, snuff, tobacco, dried fruits, and a few minor articles. As none of these, with the exception of spirits, are produced in England, it is quite evident the laid down price of these goods to the importer must be

the cost price, plus freight and duty. \* \* \* The amount of duty collected in 1889 being \$100,000,000. \* \* \*

In contradistinction to the British mode of taxation, let us bring forward a few facts regarding the way the people of Canada are taxed. \* \* \* The policy of the Canadian Government is a protective one—that is, *they aim to levy a high rate of duty on all goods imported into Canada which can compete with home manufactures.*"

Here then is your own statement of the two systems of taxation, and yet you say Great Britain is not a free trade country—well then, what is it? What has the addition of duty to cost of tobacco, spirits, &c., to do with the question when *every item of home manufacture can be imported free of duty?*

Of course the answer depends on what is meant by free trade. Your interpretation is doubtless different from some other people, and you may be quite able to prove you are right.

You then quote from the *Canadian Manufacturer* to show that "while England is taxed \$11.65 per cap., we, in Canada, are taxed only \$7.24 per cap., and you say it is strange that any \* \* \* can have the assurance to assert that Canadians are the most grievously taxed people on the face of the earth."

Now, in this remark you make no allowance for the immense wealth of England which could buy out poor Canada about once a year with the interest she receives on her foreign investments, which wealth actually pays a large part of the difference in the form of income tax, legacy duties, &c., which fall on wealth only, and you totally ignore the immense tax we pay in the form of extra cost of our home manufactures. For example : I recently paid \$24 for a suit of clothes, and my son, who is just returned from Europe, says he can buy as good in Liverpool for about \$14, and why? Simply because our woollen manufacturers have a protection of something like 50 per cent.—the difference being in the cost of making up.

But this 50 per cent. for protection does not form part of the \$7.24 I am supposed to pay, as it never reaches the Government at all. It is only part of the "protection tax," which I must add to the \$7.24 when I try to count up the tax I do really pay, which protection tax meets me everywhere when I purchase home manufactures. Even a farmer who has to sell his wheat at the best price the Liverpool market will yield him, and who therefore has not one cent of protection on a whole ship load of wheat, is met by the protected miller, who charges him 75c. to \$1.00 extra on a barrel of flour ground out of part of his own wheat. No wonder that a miller, who ten years ago (whom I could name) was said to be worth one hundred thousand dollars, is to-day worth millions.

In contrast with this look at your own quotation of Mr. Goschen's remark, which you put in italics, in which he says : "*He opposes the abolition of the tea duty, because it was the only vehicle whereby a non smoker and non drinker could contribute to the revenue.*"

Thus, while the English mechanic almost escapes taxation, the Canadian mechanic finds taxation meet him everywhere, and instead of his actual tax being at the rate of \$7.24 per cap., he has to put on as much more, or perhaps a great deal more than that to cover the exactions of home manufacturers, who exact all they know how.

As for your implied pity for the poor English manufacturer,



FALL, 1890.

---

Long experience has enabled me to adjust my Stock to the demands of my Customers, and

THE TRADE CAN  
RELY

Upon finding my Warehouse stocked with the class of Goods required for this Fall's business.

EDMUND SCHEUER, TORONTO.



THIS SEASON

Finds me thoroughly well supplied with the latest productions of the home and foreign markets, and I offer

AN UNLIMITED  
VARIETY

Of all the Staples and Novelties in every line required by the Retail Jeweler.

DO NOT PLACE YOUR FALL ORDER UNTIL YOU HAVE SEEN MY STOCK.





# BOLT & CO. of FINE

## WHITE'S LANE

off Vitré Street,

# Montreal

## MANUFACTURERS

## ROLLED PLATE CHAINS

BOLT & CO.  
MANUFACTURERS

P. O. Box 189.

Montreal, Aug. 1<sup>st</sup> 90

In a few short weeks, representatives of the various houses in Canada will be calling upon you with their various lines for the Fall Trade. When looking through stocks remember to ask for our Chains. The price and finish will speak for itself and the QUALITY we stand right here to uphold as being as represented.

Yours truly,

*Bolt & Co.*

Over.



We claim for our **B** chains

# PERFECTION,

and will fully guarantee  
the Quality of  
every chain made by us

ENQUIRIES FOR SAMPLES AND  
PRICES ARE INVITED AND WILL BE  
PROMPTLY ATTENDED TO BY

**BOLT & CO.**  
White's Lane  
P.O. BOX 189  
MONTREAL.

WE HAVE REGISTERED AT OTTAWA THE  
LETTER **B** FOR ROLLED PLATE CHAINS  
OF ALL GRADES MADE BY US, AS WELL AS THE TAGS

TRADE

MARK

TRADE

MARK



# What Do You Think Made

The United States as rich as it is to-day ?

" They kept the money in the Country."

Manufacturers studied the wants of the people and made good goods to supply the demand---THEIR OWN PEOPLE gave Home manufactured goods the preference EVERY TIME.

This, coupled with the fact of tremendous internal resources, is the true reason.

The Fall season is approaching and we have submitted to the Wholesale Trade a range of samples as large and varied in style as the best U. S. manufacturers, in all Two Hundred and Thirty patterns. We have invited the closest inspection to our factory where they could see and know for themselves that we were giving the quality we represented. This quality we ABSOLUTELY GUARANTEE to you, and we hope that when the representatives of these Houses call upon you you will accord to this Industry which we have laboured so hard to bring to as high a pitch of perfection as possible, your hearty support. Ask them for the "B" Chains, the price, style and finish will speak for itself and no customer of yours will come back and say you have sold them a poor article if you have sold them a Rolled Plate Chain in either 10 or 14 Kt. manufactured by

Yours respectfully,

Aug. 1st, 1890.

BOLT & CO.



who has no protection, contrasted with our glorious N. P., I would slightly alter one of your sentences so as to say : We—  
“who have learned that taxation can be regulated so as to bear, not only on the consumer of foreign goods,” but also on everything not imported as well.

Your obedient servant,

Montreal, May 6, 1890.

W. WENTWORTH.

## A NINE HOURS' STROLL THROUGH THE ELGIN WATCH FACTORY.

Editor TRADER—SIR :

**A**BOUT two years ago I wrote a descriptive letter to the TRADER of a trip I enjoyed through the Elgin Watch Factory. I did not complete it entirely then owing to my having to leave Elgin sooner than I expected, but I received a further invitation from Mr. Hunter, the Superintendent, and Mr. Corliss the head watch and model maker, to do so on my next visit. I was in Elgin last week and did not forget the invitation, but instead of simply visiting the departments that I previously missed, Mr. Corliss did me the extreme kindness to spend a whole day showing me entirely through the immense institution, pointing out and describing everything of interest as we went along. I take it for granted that every watchmaker must be deeply interested in everything pertaining to the manufacture and construction of watches, and so, with your permission, I will describe, for the benefit of those interested, what I saw in my trip through the factory.

Imagine a building, or a series of buildings rather, all under the one roof, having a floor space of about 200,000 feet, and 3,000 people, engaged in one way or another in the construction of watches, and you will form an idea of the immensity and importance of this watch factory. If I remember rightly, about \$150,000 is paid out in wages every month. A great many of the departments have four rows of benches extending the entire length of the room, and seating between two and three hundred operatives, and I imagine there must be between 75 and 100 miles of belting used to run the different lathes and machines used in the factory.

The construction of the watch begins in the plate room. There the blanks, slightly larger and thicker than the finished plates, are taken in hand ; dial and pillar holes punched, plates faced off and made the correct diameter; the different sinks made and the pivot holes drilled, screw holes drilled and tapped, etc. Although not used in the plate room, I might mention here the new automatic pillar machine for making the pillars for 18 size full plate movements. This machine, which was invented and constructed in the factory, is just being perfected in detail, is very complicated and cost an immense sum (several thousands of dollars). Heretofore the pillars have been made by a partially automatic machine as follows : A rod of brass wire is fed through a chuck in head stock spindle of machine, a cutter comes into action and faces off the end of the wire, making it the correct length. The circumference is then turned to the correct size and shape by another cutter, and the two ends finished to size, the one to fit the pillar holes in upper plate and the other to receive the thread by means of which it is attached

to the pillar plate. The operator then feeds a screw-plate, arranged in a tail stock spindle, and cuts the thread, and another cutter comes up to place and cuts off the finished pillar ; then the chuck opens automatically allowing the wire to be advanced, and again automatically tightens up and the above operation is again repeated. This new machine does the work complete without the assistance of any workman, and does it very rapidly, and the arrangement of the different cams and devices for bringing the different cutters into and out of action is simply wonderful. In the flat steel room where the regulators, clicks, forks, etc., are ground and polished, the system is much the same as pursued in a repair shop, the different parts are cemented to blocks, perhaps one hundred in a block, and three of these blocks are attached to a revolving vertical spindle, this spindle is attached to an arm of the machine which has a kind of circular motion, therefore the lines are crossed and a perfect polish assured. The grinding is done on planed iron blocks charged with oil stone dust, then the work is thoroughly cleaned and polished in a similar manner on boxwood charged with Vienna lime. In the department where the train wheels, hands, regulators, etc., are stamped out, there is some very beautiful and expensive machinery. I noticed particularly the wheel stamping machines. The lower die looks exactly like a finished wheel, without the teeth of course. A strip of brass is fed in on top of the die and the upper die which exactly fits the spaces goes through the brass, leaving a perfect wheel blank. The blanks are afterwards put in stacks on an upright holder in a machine and the teeth cut with fly cutters.

### THE JEWEL DEPARTMENT.

In this department the hole jewels and end stones are fitted in brass settings, ruby pins made, pallet jewels ground, angled and polished.

The number of jewels carried in stock is enormous. On May 1st the Co. had in stock 5,000,000 jewels valued at \$200,000. They handle from 400,000 to 500,000 per month, and use from \$400 to \$500 worth of diamond dust per month for the different operations of grinding and polishing, opening, etc.

It is very interesting to follow the different operations for finishing pallet jewels. In the first place about one hundred garnet slabs are cemented to a block which is attached to a machine and the slabs are then ground flat and smooth on a diamond lap, which consists of a copper mill charged with diamond dust. After one side is finished, the slabs are reversed and the other side finished. When the four sides are thus finished, the jewels are arranged in a special machine for angling them. About twenty are placed in position in the angling machine and slowly revolve, a diamond lap is placed at the desired angle and revolved against the pallet jewels, and the impulse faces are thus formed. Another lap for polishing, charged with finer diamond dust, is afterwards used. The Company used to open the holes to the uniform desired size in their jewels, but now they buy the jewels selected and sized both as regards diameter and holes, and therefore very little opening requires to be done. This change makes it necessary to carry a much larger stock of jewels, but does away with the services of a good many operatives otherwise necessary. There were several girls opening jewels, which operation is accomplished as follows : The jewel is set up in a lathe and rapidly revolved, a very fine steel wire, made by drawing through a sapphire draw plate, is held in a



# THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWELLED, SIX SIZE, NICKEL MOVEMENT, KNOWN AS  
No. 149.**

---

## THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWELLED, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,

KNOWN AS No. 120.

---

## THE ILLINOIS WATCH CO'Y

Will Next Month place upon the market a Movement

**PARTICULARLY ADAPTED TO THE CANADIAN TRADE.**





pin vice and being dipped in a paste composed of diamond dust and oil, is inserted in the hole which is thereby gradually enlarged to the desired size.

#### THE TRAIN ROOM.

In this room the stem wind wheels and pinions, the train wheels and pinions and the lever scape wheels are cut and finished. I noticed particularly the pinion cutting and polishing machines and the scape wheel cutting machine. I will simply repeat my former description of the pinion cutting machines,—“the pinions are cut in complicated looking machines that are marvels of mechanical ingenuity and skill. They are automatic, and include, I think, five frames for holding pinion blanks, arranged in a circle. There are four operations before the pinion is finished. The pinion blank is brought to position under the first cutter, and has the necessary number of slots cut in it with a saw cutter; it then passes to the next cutter, which forms part of the curve, then to the next one and has the curve finished. The fourth is the final finisher, and corrects any little faults should there be any. This last operation is almost superfluous, but the Company take every precaution and spare no expense to have everything perfect. Of course, after the machine is started, while one pivot is undergoing one operation, three others are also, and the fifth frame is for inserting new blanks, so that the machine is always in operation and no time is lost. There are half a dozen of these machines, so that a large number of pinions are finished daily.”

After the pinion leaves are cut, the pinions go to the polishers, who insert them in wig wags, in which they are polished very rapidly by means of oil stone dust and crocus. The plain arbors, pivots and pivot shoulders are polished in these wig-wags also. They have a to-and-fro motion and move very rapidly over the work, one side of the polisher resting on the part to be polished and the other on a jewel in the same plane. The pinion faces are ground and polished by means of a circular revolving hollow disc, while the pinion is revolved in a chuck. The very finest work is finished in the old-fashioned Swiss manner by hand, holding the polisher in one hand, and revolving the pinion by means of the whale bone bow in the other. The machine for cutting the scape wheels is a beauty and cuts a stack at a time. There are three cutters used to complete the operation, the first of steel and the other two of sapphire. The first one does the heavy cutting and the others the finishing.

They have a new machine in this department for making and finishing balance staff conical pivots. It has been christened “McGinty,” not because it went to the bottom of the sea, but because the workmen wish it would, as it does away with the pivoters’ job, which used to be an important one, altogether. Formerly the staff pivots were turned and polished by hand, but now, by means of this wonderful and extremely accurate machine, the pivots are made and polished by revolving laps, one young lady operates the machine, while a workman beside her sets fresh staffs up in wax chucks which she inserts in “McGinty” as fast as he can hand them to her. The pivot is made and polished in a little less than no time, and therefore this one machine takes the place of a good many pivoters. The Company are inventing and using so many new automatic labor-saving machines, that in a comparatively short time they will very largely increase their output without increasing the

number of workmen. They are now making 1,800 movements per day, 300 more than two years ago, with about the same number of hands. They have 230 machinists at work all the time building watch machinery, and even this number is not sufficient, and they are now engaged building more machinists’ lathes, so as to increase their number of machinists.

In the dial room, for instance, several notable improvements have taken place. Dials used to be painted by hand altogether until a process was invented and introduced called the “transfer process,” done by means of electrotypes, from which the letters are transferred to the dials direct. Now they have invented a new machine for sifting the enamel on the copper discs ready for the oven. This machine will prepare 100 dials in twenty seconds. It used to take a man longer than that to do one by spreading the enamel on with a spatula, so it will be perceived that this machine is a wonderful economizer of time and money.

#### THE GILDING ROOM.

In this room the plates, wheels, etc., are stoned smooth, scratch-brushed and gilded, the nickel movements are also nickel plated, which prevents them from tarnishing. Thirty dwts. of pure gold is used per day for gilding watch parts. The damaskeening machines are located somewhere in the neighborhood of this department and so I will mention them here. I can’t do more than that, because it would be an utter impossibility for me to accurately describe them. The plate to be damaskeened is fastened in the chuck in head stock, and this head stock is capable of an infinite number of different movements, produced by means of cams, ratchets, etc., the plate is smeared with grinding paste, and ivory discs and points revolved against the plate and the different patterns are thus produced. There are half a dozen of these machines and they are very complicated and expensive.

#### FINISHING ROOMS.

In these rooms the movements are put together, sprung and set running, and timed and adjusted to heat and cold, position and isochronism. In finishing B. room, adjusting is attended to. The movements are put in the oven, which is heated to 95° and run for sixteen hours, and the result noted, when they are removed to the ice box, which is kept at a temperature of about 40°, and again tested for sixteen hours.

Movements Nos. 72 and 91 are adjusted to run within three seconds total variation in 32 hours, B. W. Raymonds and No. 50 to within 6 seconds, and H. H. Taylor and G. M. Wheeler to within eight seconds in 32 hours. The material used in movements Nos. 72 and 91 is exquisite, fine gold wheels hand finished, beautiful ruby jewels set in highly finished gold settings, delicate lever forks beautifully hand finished and highly polished. In fact no skill or expense is spared to make them equal to the finest in the world, and to my own knowledge they rival the celebrated “Jules Jurgenson” Swiss movement, which probably enjoys the reputation for being the finest watch in the world. In finishing B. department, they have a very ingenious and expensive arrangement used in testing and adjusting movements as regards different degrees of motive force. It consists of a series of cords and pulleys, having different sizes of weights attached. A toothed barrel is connected with each drum, and the movement is inserted in position so that the barrel comes into action with the centre pinion and drives the movement,



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when the desired observations are made. I might go on describing for hours, but as I have already taken up more space than I should, I will not trespass further. I might say before closing, that I had a very pleasant visit to the "Moseley" lathe factory, and with your permission will give a short description of it next month.

ED. BEETON.

## PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

### THE DUPLEX ESCAPEMENT.—CONTINUED.

(509) 2nd. The larger the impulse wheel, (and the finger correspondingly shorter), the deeper the intersection of the circles of the impulse tooth and the finger, and consequently the more safe will be the action of the teeth upon the finger. In one case we will take the radius of the wheel from *A* to 1, and the teeth travel in the curve *K, K, K*, while the point of the finger runs in the curve *J, J, J*. In another case the impulse wheel is larger, and the teeth describe the curve *H, H, H*, while the finger gives *G, G, G*. The deeper intersection in the latter case is at once evident. But while securing a safe action, we may go to the other extreme and make the intersection unnecessarily deep, requiring the balance to travel over too large an arc to enable the tooth to clear the finger.

(510) 3rd. The larger the wheel and shorter the finger, the slower will be the angular motion of the tooth as compared with that of the finger. If we suppose the finger to reach from *B* to *C*, and the impulse teeth to be *C* and *F*, giving the impulse wheel a radius from *A* to *C*, equal to the length of the finger *BC*, then while the finger travelled over the arc *CEF*, the tooth would pass over an equal arc *CDF*, and both would have the same rapidity of revolution. But if the finger reaches only to 3, and passes over the arc 3, *G*, 4, while the tooth moves over the arc 3, 5, 6, 4, the finger has travelled over the same angle as before, while the tooth has not gone more than one-fifth as far in the same time,—therefore the revolution of the balance is five times as fast as that of the wheel. The application of this is in securing a proper vigor and promptness in the action of the tooth upon the finger.

(511) 4th. The larger the wheel and shorter the finger, the greater will be the large lift. Suppose the impulse tooth in one case to be at 1, and in another at 3, the finger being of corresponding length in each case. In the former case, the finger passed over the arc of the angle 1, *B*, 2, and in the latter of 3, *B*, 4, an angle nearly three times as large as the other. As the number of impulse teeth is fixed, the further they are from the centre *A*, (i. e., the larger the wheel), the further they are apart, and the greater the actual distance the point of the finger has to travel between them, besides travelling over a larger angle. If the lift is too great, the balance must move over too large an angle in order to "escape" while, if the lift is too small, the intersection of the tooth and the finger will be very shallow, and not safe, and the time of contact between them so short as to prevent the giving of the proper impulse to the balance, as explained below.

(512) 5th. As a consequence of the preceding rule, the larger the wheel and shorter the finger, the longer the time

during which the tooth continues to act upon the finger. If the intersection of the tooth and finger begins at 3, they are in contact while the balance moves through the angle 3, *B*, 4; but if the wheel only reaches to 1, the length of contact is diminished to the time of vibrating through the angle 1, *B*, 2. The effect of having a small wheel is that the tooth acts upon the finger through a very small portion of its vibration, and leaves it almost as soon as contact takes place, giving it scarcely any impulse. Besides this, the motion of the wheel, receiving hardly any check from the finger, becomes almost equivalent to a prolonged drop through the whole angle of the large-lifting, and the repose tooth brings up against the roller with great violence.

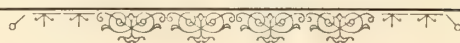
(513) Therefore, if the wheel is small, by enlarging it we shall enlarge the length of contact, increase the large lift, (511), and practically increase the force of impulse of the wheel. But if we take a wheel too large, in consequence of its slower relative motion, (510), the tooth scarcely does more than to overtake the finger, and the amount of impulse given by it is small. We must select a size between these two extremes. An impulse wheel of such size as to give a large lift of 30° to 35° is found by experience to most advantageously harmonize the diverse conditions of this problem, giving the largest vibrations to the balance, with the least amount of lift, and with the drops as harmless as possible. When this arc of large lift does not give an ample vibration of the balance, the fault is either in some other part of the escapement or in a mainspring too weak. The escapement being well proportioned, enlarging the lift will increase the vibrations but slightly, except when the mainspring is too strong or the balance too light. Should both be the case, the result of an increased lift would probably be too large vibrations, with liability to trip.

(514) A large-lift of 30° to 35° requires an impulse wheel of about two-thirds the diameter of the repose wheel. In thin watches, which will take only narrow mainsprings, and the motive force weak, we enlarge the impulse wheel to three-fourths the size of the repose wheel, which, with a correspondingly shortened finger, gives a large lift of about 45°, thus enabling the power to act more advantageously upon the balance. An average size of wheel is two-sevenths the diameter of the repose wheel. This requires the finger to be, from its point to the centre of the balance staff, about three-sixteenths the diameter of the repose wheel. Unless obliged to do so, for some special object, we should not exceed 40° for the large-lift. Experience shows that there is nothing to be gained by it, while there may be a positive loss. This refers to the English duplex making 18 000 beats per hour. In the Chinese duplex, the large lift is greater, but it occurs only half as often, i. e., after two repose teeth, instead of after each.

(515) The greater the number of vibrations of the balance, the smaller the impulse wheel and the longer the finger should be. After the repose tooth drops from the roller notch, a certain length of time is required before the impulse tooth acquires velocity enough to overtake the finger and press it forward. The larger the impulse wheel, the slower it moves compared with the finger, (510), which is already under full headway, and the greater the number of vibrations, the greater the velocity of the finger and the difficulty of the tooth overtaking it. If the impulse wheel is very large, the tooth will scarcely be able to



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overtake the finger at all, and the impulse drop will be very violent. If the wheel is small, its motion will be faster relatively to that of the finger, the tooth will quickly overtake the finger and communicate its impulse to it, being in return somewhat checked, so that the drop upon the roller will be harmless. Therefore, whatever proportions we decide to be most advantageous for the ordinary watches, with 18,000 beats per hour, we modify slightly in accordance with the above rule, when we adopt 21,600 beats. A quick-beat escapement will also allow of an impulse drop less than  $10^{\circ}$ , because, owing to the greater velocity of motion, the finger will more rapidly pass in advance of the tooth, without risk of the latter striking it before it is safely within the intersection of the parts. Having ascertained the rules which should guide us in either selecting or making a new wheel, we will now draft this action in conformity therewith.

(516) In drawing the wheel and pallet action, Fig. 33, we mark the line of centres  $db$ , and transfer from Fig. 31 the centre distance  $de$ , the curve  $xx$ , and the distance  $ac$  on said curve, then draw the lines  $da$  and  $dc$  as before. In delineating this action, we must vary our course in Fig. 31, for the wheel and roller action, and mark  $o$ , the point of the repose tooth resting on the repose of the roller, at the point  $a$ . Therefore the line  $da$  will give the front face of this tooth. Draw lines  $Od$ ,  $Od$ ,  $24^{\circ}$  each way from  $da$ , for the other repose teeth, and lines  $dp$ ,  $dp'$  exactly half way between, to find the point of the impulse teeth  $P$ ,  $P$ . Now, although the points of the teeth must be somewhere in the lines  $dp$ ,  $dp'$  their distance from the centre,  $d$ , will depend on the size the impulse wheel is to be, and that in turn is governed by the amount we give to the large lifting, or angle through which the impulse tooth is to carry the finger, as already explained.

(517) We will suppose it to be  $35^{\circ}$ . Then from the centre  $e$ , of the roller, lay off the lines  $ev$ ,  $ev'$ ,  $35^{\circ}$  apart and  $17\frac{1}{2}$  each way from the line of centres,  $db$ . The crossing of the lines  $ev'$  and  $dp'$  at  $P$ , is the place for the point of the impulse tooth, and from  $e$  to  $P$  is the length of the impulse pallet or finger,  $F$ . Set the dividers from  $d$  to the crossing at  $P$ , and draw the circle  $yy$ , which will pass through the points of all the teeth, and is the size of the impulse wheel. With the radius  $eP$ , draw curve  $zz$ , which is the path described by the point of the finger (only the point is drawn), during the vibration of the balance. In practice the finger is made a little shorter than this, to give a safe clearance in passing the tooth on the return vibration. The amount of this clearance should be about the thickness of the points of the repose teeth, when these parts come nearest together. Evidently, in cheap watches it must be more, when the balance pivots are loosely fitted in their jewel holes, to allow for the balance falling towards the side next the wheel; and also for any inequality of the teeth of the impulse wheel. The front faces of the impulse teeth are inclined from the line to the wheel centre, at an angle of  $17^{\circ}$ , as shown by the line  $P_3$ . The shape of the teeth should be triangular and narrow at the bases.

(518) We have now to designate the proper position of the impulse finger with reference to the notch of the roller. Referring back to Fig. 31, we see that the repose tooth,  $o$ , pressing against the right lip of the notch, moves the roller through an angle of  $30^{\circ}$ , from  $a$  to  $c$ , and then drops out of the notch.

Bearing this in mind, we perceive that the repose tooth,  $o$ , Fig. 33, in moving the roller through  $30^{\circ}$ , itself moves from  $a$  to  $c$ , as indicated by  $da$  and  $dc$ . Therefore the distance between those lines on the circle,  $yy$ , of the impulse wheel, at 1 and 2, gives the distance that the points of the impulse teeth advance during the small-lift of the repose tooth. Marking this distance (1 to 2), in advance of the teeth  $P$ ,  $P$ , at 3, 3, gives their position at the instant when the repose tooth,  $o$ , is about to drop out of the notch. At this moment the finger is to be  $10^{\circ}$  in advance of the following impulse tooth (506). Measure upon the curve  $zz$ , from the centre  $e$ ,  $10^{\circ}$  in advance of the point 3, which will come at 4, where the point of the finger must be when the tooth  $P$  drops upon it, and from there moves it on to the other point  $P$ , where it passes off and the following repose tooth,  $O$ , rests upon the roller.

(519) It will be seen by this that the large-lift is not fully  $35^{\circ}$ , since the  $10^{\circ}$  of drop between 3 and 4 is included in that angle, and there is a further loss of lift by the tooth passing off the finger before it reaches the line  $ev'$ , caused by any deficiency in the length, or rounding off of the corner. There are some other small details which would enter into the theoretical treatment of this escapement, but are unimportant in considering it practically. As the point of the finger was at 4 at the completion of the small-lift of  $30^{\circ}$ , if we measure  $30^{\circ}$  backward on the curve  $zz$ , to 5, we shall have its position at the commencement of the small-lift.

(520) What would be the escapement angle, or angle between a line from  $e$  to 5, and one from  $e$  through the centre of the notch, depends on many points: the width of the notch, the rounding of the lips, the shape and depth of the repose teeth, etc., but in the majority of cases it would be  $20^{\circ}$  to  $25^{\circ}$ . This angle would also vary with every different size of impulse wheel and corresponding length of finger. Some writers have nevertheless undertaken to direct what the escapement angle should invariably be, and workmen generally expect some rule. But it is impossible to give any invariable rule for this angle, as it would only be adapted to a certain schedule of sizes and angles in the escapement. Any change in the lifts, drops or comparative sizes would require a different angle, as will be evident by examining Fig. 31. At the moment that the repose wheel drops from the roller notch, the face of the finger is to be  $10^{\circ}$  in advance of the impulse tooth. Supposing the small-lift to be  $30^{\circ}$ , the angle  $dec$  will be  $15^{\circ}$ . When the balance has moved  $15^{\circ}$  from the point of rest, the repose tooth will be just leaving the notch, and the finger will be  $10^{\circ}$  in advance of the impulse tooth. Therefore, if the balance had only moved  $5^{\circ}$ , the face of the finger would be in line with the point of the impulse tooth; or if it had not been moved at all, the finger would be  $5^{\circ}$  back of the tooth, minus a little over  $1^{\circ}$ , or the angle  $cde$ , for the difference in the positions of the impulse tooth at the end and at the middle of the small-lift.

(521) Now the angle between the line  $ed$  and a line from  $e$  to 5, or the face of the finger  $F$ , will vary according to the position of the tooth: it will be less as the impulse wheel is smaller and the finger correspondingly long, and *vice versa*. So, also, increasing or decreasing the small-lift, would change this angle to the same extent. As the finger must be  $10^{\circ}$  in advance of the tooth after the roller has moved through the small lift, say of  $30^{\circ}$ , it must be  $30^{\circ}$  back of that point for  $20^{\circ}$ .



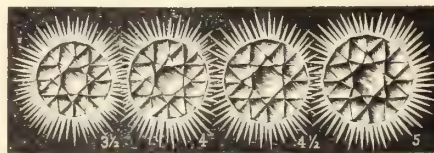
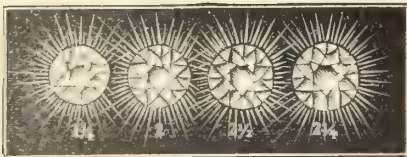


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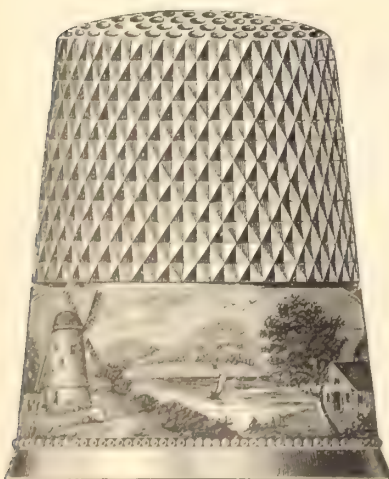


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back of the tooth) at the commencement of the small-lift. If the small-lift was  $50^{\circ}$ , the point at which it commenced would be further from the line of centres, and the finger must be  $50^{\circ}$  back of that, (or  $40^{\circ}$  back of the tooth), at its commencement. Or, supposing that the small lift remained  $30^{\circ}$ , while the impulse wheel is enlarged, and the large-lift increased to  $50^{\circ}$ , the point at which the acting impulse tooth would stand at the commencement of the small-lift would be, say  $10^{\circ}$  further from the line of centres than before. As the centre of the notch is on the line of centres each time, the angle between it and the finger would be  $10^{\circ}$  greater in this case than in the former. The only way is to draw the escapement with the given sizes and lifts, and so find the escapement angle for each case. If this is not convenient, or it is not necessary to know the escapement angle, we may try the escapement either in the watch or depthing-tool, and adjust the position of the finger till we get a safe drop, thus practically attaining nearly the same end.

## OPTICAL DEPARTMENT.

Under this head we solicit questions of interest bearing on optics, particularly the eyes, the defects of vision, and the correction of the same.  
All communications must be addressed to Dr. John S. Owen, 142 West High St., Detroit, Mich., and must be received not later than the 15th of each month in order to insure publication in the following issue of THE TRADER.

A reader sends us the following :—

"DEAR SIR,—I have been in the jewelry business for nearly five years, and during that time have sold a large number of spectacles, but frequently I will have a customer that is hard to please, and will give me considerable trouble. Will you please inform me what is the best book for me to study, in order that I may improve my present knowledge of correcting defective sight."

We have read various books upon this subject, each work containing some particular points in its favor, but, for the optician or jeweler who has gained some knowledge by observation and experience, and also for the student entering upon the study of ocular refraction, we consider the English work entitled "Hartridge on Refraction (Fourth Edition)" the one best adapted to fill his wants.

Another writes as follows :—

"DEAR SIR,—I have a customer, a little boy about ten years of age, who is giving me a great deal of trouble. It appears that he had a severe attack of measles, about a month ago, and since that time he complains of his eyes hurting very much when reading or studying, also that he cannot see to read more than ten minutes, when the print will become blurred and indistinct. After resting his eyes a few minutes he can then resume his studies for about the same length of time, when the reading is again blurred as before. A bright light also hurts his eyes. His eyes have always been strong, and never gave any trouble until now. His sight for the distance is good. I tried each eye with Nos. 60 and 40 convex, and then Nos. 60 and 40 concave, but he can see better without any of them. Will you please inform me what is best to do with such a case, and give any directions that you may think necessary?"

The boy is suffering from the effects of the attack of measles. It is a common occurrence for an attack of measles,

scarlet fever, etc., to leave the system in a very weak and debilitated condition. This debility is manifest in the muscles of the legs when walking, the arms when lifting, and the eye when reading.

It is a well-known fact that when the eye is looking *directly forward* at an object located at *20 feet or further* the muscles of the eye are *completely at rest*, no contraction taking place in any of them. If the object is nearer than 20 feet, the eye will adjust or accommodate the vision for that particular distance by contracting the muscle of accommodation (the CILIARY MUSCLE), by which contraction the *focus* of the light passing into the eye is *retained* on the point of most perfect vision (MACULA LENTE) of the retina, or the posterior wall of the eye. The nearer the object approaches the eye, and so long as it is clearly visible, the greater is the contraction of the ciliary muscle. If we should gradually move a paper that we are reading, so near to the eye that the print suddenly becomes blurred and indistinct, at that moment we have reached the *limit of contraction* of the ciliary muscle, and, at that moment, the muscle having exerted itself to its utmost, to follow and to gratify our desires, finding its strength incapable, suddenly *relaxes* and relapses to the normal position which it occupies when the eye is adjusted for distant vision.

The boy's system, as the result of the attack of measles, is in a debilitated condition. This condition is manifest by a weakness of the muscle of accommodation, located *in the eye* (ACCOMMODATIVE ASTHENOPIA); the muscle being unable to remain contracted longer than about ten minutes while the boy is reading at the usual distance. After resting a short time it may again be contracted, until through mere lack of strength it suddenly relaxes and vision for near objects (reading) is blurred and indistinct.

A pair of convex spectacles No. 72 or 60 will have a very pleasing and beneficial effect. They will improve vision slightly by their weak magnifying power, and will relieve the ciliary muscle of a portion of its contraction. These glasses the boy should use for reading. He should also wear a pair of medium shade (No. 3 or 4) London smoke or blue spectacles to protect his eyes from the sunlight. The London smoke is to be preferred, because it does not change the color of objects seen through it. These glasses, the convex and the smoke, should be worn until the usual health and strength of the boy is fully restored, which will probably require from two to three months.

## SOME ANCIENT CITIES.

Nineveh was 15 miles long, 9 wide, and 40 miles round, with a wall 100 feet high, and thick enough for three chariots abreast. Babylon was 60 miles within the walls, which were 75 feet thick, and 300 feet high, with 100 brazen gates. The temple of Diana at Ephesus, according to Pliny, required 220 years to complete it and was supported by 127 pillars 60 feet high, having been raised by as many kings. The largest of the pyramids is 481 feet high, and 653 on the sides; its base covers 11 acres. The stones are about 30 feet in length, and the layers are 208. It employed 330,000 men in building. Thebes, in Egypt, presents ruins 27 miles round, and had 100 gates. Carthage was 25 miles round. Athens was 25 miles round, and contained 250,000 citizens and 100,000 slaves. The walls of Rome were 13 miles round. —E.V.



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*Winnipeg, Man.*

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# SELECTED MATTER.

## ANTIQUATED MONEY.

MILLIONS OF DOLLARS THAT HAVE NEVER BEEN REDEEMED.



**S**AY, mister, are these any good?" inquired a timid-looking youth of Doorkeeper Brady at the Sub-Treasury the other day, as he hauled out a half-dozen pieces of ragged, dirty paper. A close inspection showed that they were pieces of fractional currency, or "shin-plasters," such as played so important a part as a circulating medium before the resumption of specie payments.

The young man was directed to the small-change room, where he again asked the same question of R. C. Haff, who is in charge of that department. Mr Haff took the soiled and crumpled bits of paper in his hands, smoothed them out, and with the hasty touch of an expert singled out one of the pieces and turned around to a block of wood behind him that looked like a butcher's chopping-block. He laid the selected piece of paper on the block and gave it a whack with a steel instrument; then turning to the young man, he said:

"These fives are good, but that one is counterfeit."

As he spoke he handed back the bad token, and across the face was the word "counterfeit," cut clean and clear. The steel instrument with which he had struck the paper was a sharp stencil die that cut the tell-tale word so clearly that the bit of currency never would be current again, and any fool could see that it was worthless.

"Do you want these redeemed?" continued Mr. Haff, as he pointed to the five grimy slips on the counter.

"Yes, sir, if you please," stammered the youth, as he eyed with pained surprise the mutilated piece returned to him. Mr. Haff put two bright silver dollars and a silver quarter on the counter, which the boy picked up in a hurry, as though he were finding them in the street.

### LOTS OF MONEY LOST.

"Do you get much of that old fractional currency now?" somebody said to Mr. Haff as the boy went out.

"No," he replied; "we get very little now—not more than \$2,500 a year. The amount coming in for redemption is growing less and less every year. It used to come in here by the bushel basketful. But for many years now we only receive it in dribblets. We seldom get as much at a time as that young man just brought in."

"But it has not all been redeemed, has it?"

"No, indeed; and what is more, a very large amount will never be redeemed. There is now outstanding in old fractional currency something like \$15,000,000. And of that it is estimated that not more than \$3,000,000 to \$5,000,000 will ever come in."

"But where is the rest, and why will it not come in for redemption?"

"A great deal of it has been worn out by the wear and tear of twenty-odd years. Any quantity of it has been burned up in the fires that have occurred since the time it was issued, and in numerous other ways it has been lost or destroyed. Then there are some people who hold all they can get to use in sending small amounts by mail, finding it handy. Then, too, the old currency is now so scarce that people keep the occasional pieces that come to hand as curiosities or pocket pieces. A great many coin collectors have crisp, uncirculated specimens of it in their collections. I know one wealthy gentleman in the city who carries in his pocketbook, wrapped up with the greatest care, four clean, bright specimens—a fifty, a twenty-five, a ten and a five-cent piece. He said it was the first money he ever earned. It was paid to him in these identical pieces brand new from the press, and he has kept them ever since for luck. I do not believe you could buy them from him to day for \$1,000 apiece. He calls them his reserve capital, and if he ever loses a million or more, as he is now reported to be worth, he will have his ninety cents reserve to fall back on."

### DETECTING COUNTERFEITS.

A good deal of the currency that is brought to the Sub-Treasury for redemption turns out to be counterfeit, and the moment it comes into that place, no matter from whose hands it comes, it is hurried to a block and stamped "counterfeit" with the stencil cutting die. They ask no permission, but just go and do it. The same rule is followed, too, in the rotunda where the bills of larger denominations come in. Sometimes men get very angry when their bills are handed back to them mutilated in such a manner that they cannot be used.

Not long ago the South Ferry Company sent up to the Sub-Treasury a bundle of the fractional currency representing about \$100. It had been discovered back of a partition in the old ferry-house, where it had been either stowed away or misplaced, and was found when the old building was torn down to make room for the new structure.

Mr. Haff shuffled through the pile and not only pronounced it all counterfeit, but discovered that some of it had been brought to the Sub-Treasury at least twenty years ago, as the marks of the old stamps used as long ago as that to mark counterfeit paper money were still plainly visible on them. Each piece was subjected to the cutting process, and will probably not be presented again for redemption.

All the fractional paper currency that is redeemed at the Sub-Treasury is sent to the Treasury at Washington, where it is placed in the crematory and burned up, and all that is left of it is a sort of slag, a single pound of which may represent a million. The rest floats off in smoke.—*New York Evening Sun*.

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**GILDING AND SILVERING ON WOOD.**—The wood is to be coated with size. To make this, boil half a pound of parchment shaving in three quarts of water, stirring constantly. This gives a clear solution of gelatine, which must be passed through a sieve. Paint over the wood with this, and, while still moist, apply gold or silver leaf, or Dutch metal. Much manual skill is necessary, and it is well to see the exact details practiced by a gilder. Wood may also be gilded by painting it with the mixture of bronze powder and copal varnish. Finally, gold paint may be bought, all ready for use, and this will probably give the most satisfaction.



# THE TORONTO SILVER PLATE CO.

PRIZE CUPS A SPECIALTY.



**A FULL LINE IN STOCK.**

ESTIMATES AND SPECIAL DESIGNS FURNISHED  
ON APPLICATION.

**E. G. GOODERHAM,**

*Manager.*

**J. C. COPP,**

*Sec.-Treas.*

**TORONTO CANADA.**



## HOW GOLD WAS DISCOVERED IN CALIFORNIA.



JAMES Wilson Marshall, the discoverer of gold in California, to whom a magnificent monument has recently been erected at Coloma, Cal., by the people of that state, was born in Hope Township, Hunterdon County, N. J., in 1830. His father was a coach and wagon builder, and he was brought up in the same trade. His eyes were always set westward, however, and when he became a man he followed them and straggled out farther and farther toward the setting sun, until in June, 1845, he reached California, coming to the Sacramento Valley by way of Shasta, and camping on Cache Creek, about forty miles from the

present sight of the city of Sacramento.

Marshall, being a handy man, was soon heard of by Sutter, and engaged by that pioneer in stocking plows, making spinning-wheels, mending wagons and doing such general carpenter work as was required. A quiet life was not of Marshall's kind, however, and when the bear flag was raised he at once joined the insurgents, marched with them on Sonoma, spiked the old Spanish guns at Fort Point, sailed to San Diego with Stockton, marched up to Los Angeles with Fremont, saw General Flores' retreat to Sonora, and there, in March, 1847, was discharged, but not paid off. Working his way back to Sutter's Fort, Marshall induced the General to go into the lumbering business with him, and as a first move started out to explore the foothills for a suitable place for a sawmill. Marshall set out on his quest and followed up the bank of the American river for several days, examining the country all round, but not finding a suitable site. Presently he branched off over the South Fork and at length reached a place called Culloonah by the Indians, and which was afterwards known as Coloma. The river took several bends here and on the South side of a point of land formed by one of these curves the mill sight was selected. On Marshall's report to Sutter a partnership was entered into between the two, August 19, 1847. Sutter to furnish the capital and Marshall to give his services. The formal articles of partnership were drawn up by General John Bidwell, who was then acting as a clerk in Sutter's store, and, these arrangements completed, Marshall started back to Coloma with six or seven mill hands and a train of wagons with provisions, etc.

On the morning of that memorable day Marshall went out as usual to superintend the men and, after closing the fore bay gate and thus shutting off the water, walked down the tail-race to see what sand and gravel had been removed during the night. This had been customary with him for some time, for he had

previously entertained the idea that there might be minerals in the mountains, and had expressed it to Sutter, who, however, only laughed at him. On this occasion, having strolled to the lower end of the race, he stood examining the mass of debris which had been washed down. At this juncture his eye caught the glitter of something that lay lodged in a crevice some six inches under the water. His first act was to stoop and pick up the substance. It was heavy, of a peculiar color, unlike anything he had seen in the stream before. For a few minutes he stood with it in his hand, reflecting and endeavoring to recall all that he had heard or read concerning the various minerals. After a close examination he became satisfied that what he held in his hand must be one of three substances—mica, sulphurets of copper, or gold. The weight assured him that it was not mica. Could it be sulphurets of copper? He remembered that that metal is brittle and that gold is malleable, and as this thought passed through his mind he turned about, placed the specimen upon a flat stone and proceeded to test it by striking it with another. The substance did not crack or flake off; it simply bent under the blows. This, then, was gold, and in this manner was the first gold found in California.

Marshall neither turned pale nor cried out exactly, probably because he was thoroughly unaware of the importance of the discovery. He showed the nugget to his men, indulged in few conjectures concerning the probable extent of the gold field, and went on with his work. He, however, watched the stream closely, and in the course of a few days had collected several ounces of the precious metal. Putting these in his pocket, he one day mounted his horse and rode down to the fort to show the specimens to Sutter and inquire about some delayed stores. The latter matter having been straightened out, he asked for a few minutes private conversation with Sutter, and the two entered the little room at the back of the store. There Marshall showed him the gold, but Sutter would not believe it was anything so precious until it had been weighed and tested.

The news soon spread, and as it spread the excitement grew. The resident white population of California threw itself into the gold quest with ardor and energy, and then came the great gold fever which revolutionized the country.—*From the Great Divide.*

### TINFOIL.

In the manufacture of tinfoil, tin is melted and run into blocks weighing from 200 to 400 pounds each—and in this form the metal is kept for ordinary use. The old method of reducing it to the necessary thinness for foil was by hammering it by hand as the gold beaters beat gold leaf; and this process is still in vogue to a limited extent. This, however, is a very laborious process, as the sheet must be constantly beaten without intermission to keep up the heat generated by the continuous stroke of the hammer; and the great drawback to it was that only one surface or face could be produced. The introduction of rolling-machinery has completely revolutionized the trade; so that, in place of importing, we now export. The metal is given a beautiful polish on both sides; it is then cut to order by cutting machines. The great advantage of machine-rolled foil over the hand beaten foil is that, while the latter is full of minute holes not as to be visible to the naked eye, the former is, as a rule, perfectly intact.—*Ev*



# DISPLAY YOUR GOODS.

GOODS PROPERLY AND TASTEFULLY ARRANGED IN  
WINDOWS AND SHOW-CASES ARE HALF SOLD.

**P. W. ELLIS & CO., - TORONTO**

SOLE AGENTS FOR

**SOMMERS' EASEL CARDS FOR JEWELRY.**

BROOCHES,

BAR PINS,

EARRINGS,

GENTS' CUFF,

LADIES' CUFF,

CUFF & PIN,

Etc.



SCARF PINS,

LINKS,

RING,

1 STUD,

3 STUDS,

COLLAR BUTTON,

Plain, Etc.

Send for a sample 100, consisting of 10 of each, of 10 different Patterns. Price for 100 assorted, 75 cts., postage prepaid; 100, all one Pattern, 60 cts.

## IN TOOLS, MATERIALS AND SUPPLIES

We are offering the very best value. Mail orders receive prompt attention and satisfaction guaranteed. We compete with all, and our growing trade proves this fact: That our Goods are of a better grade than those usually offered, and are sold at as low a price.

Remember we have Five Travellers, each with a Material Trunk in his outfit and a big Stock to back them.

**P. W. ELLIS & CO., - TORONTO.**

Note our Jewelry Department Ad. on Page 2 of Cover.



## CLOCK TICKINGS.



THE largest clock bell in the United States is located in the tower of the Androscoggin mill in Lewiston, Mo. Its weight is 10,300 pounds.

It is a curious fact that in the writings of the two greatest old English poets are found the surest data that can be adduced of the early use of clocks and watches in England.

A famous clock can still be seen in the Torre del Orologio, erected by Petrus Lombardus in Venice, in 1466. It was a blue and gold dial, and in many respects is a remarkable piece of mechanism.

In 1325 a clock was put up in Wells Cathedral, England, and mention is also made of a clock, apparently of some new construction, invented by Robert Wallingford, abbot of St. Albans, in 1326. This clock was still running in the time of Henry VIII.

Clocks have been made to go a year without winding, such as that which is preserved at Hampton Court, England; but they have generally proved unsatisfactory, the extreme delicacy of their adjustment making them susceptible to the slightest extraneous disturbance.

The regular manufacture of public clocks appears to have been introduced in the reign of Edward III., that considered monarch, in the year 1368, having invited three Dutch horologists from Delft for the express purpose of benefiting his subjects by a knowledge of the art.

The largest clock with an illuminated dial in the United States is that on the Communipaw ferry building of the Central Railroad of New Jersey. The diameter of the dial is fourteen and a half feet, and the figures can be easily read from the New York shore. The dial is lighted with eighteen incandescent lamps.

It is recorded that in the fourteenth century an artist named James Condi constructed a clock for the city of Padua which was long considered the wonder of that period. Besides indicating the hours it presented the motion of the sun, moon and planets, and pointed out the different festivals of the year.

The weight of the movements of American tower clocks ranges from 300 to 5,500 pounds, according to size; the pressure from the weights required to drive them ranges from "time trains" (the simple movement) from 125 to 300 pounds, and the pressure required to drive the "striking train" ranges from 250 to 800 pounds, according to the size of the bell from which a full tone is desired.

The first complete clock moved by weights of which there is positive record was constructed early in the thirteenth century. It was the work of a Saracen mechanic, who received about £2,000 for the fruit of his ingenuity. This clock is said to have kept time very accurately, and was afterward presented to Frederick II. by the Sultan of Egypt, under whose directions it was made.

About the time Dr. Franklin was studying upon his horological problem—or not many years later—Eli Terry began

making wooden clocks in Connecticut, his implements being simply a saw and jack-knife. After building up quite a business, he sold out (in 1810) to Seth Thomas and Silas Hoadley, and from this small beginning the great industry of American clock-making took its rise.

De Wyck's clock, made by Henry de Wyck in 1379, for Charles V. of France, is celebrated. It has been styled by clockmakers the "parent of modern timekeepers." According to the description given of this clock, it differed in nothing—except in having a horizontal balance instead of a pendulum, and one instead of two hands—from many old church clocks still in existence in England; for instance, that of St. Margaret's, Westminster.—*Boston Transcript*.

## A DRUMMER'S DESPATCH.

A drummer set out on his trip one day;  
His heart was light and he felt quite gay,  
As he thought of the orders, more large than small,  
He expected to get from his customers all.

An experienced drummer, a veteran he,  
Selling goods thro' the South from mountain to sea;  
His house was the oldest, his goods were the best,  
His friends every ready to look and invest.

He had tips and he'd letters from every State;  
Some wrote they'd buy early, some said they'd buy late:  
For he was a drummer of no little renown,  
From *New York City*, not *Providence Town*.

The first place he made, he did very well,  
Tho' he didn't brag much he'd expected to sell;  
On this trip last spring, many thousands he'd sold,  
That he'd beat it this year he felt very bold.

But alas! at the next town a telegram came!  
His spirit went down; he grew awfully tame!  
No mortal on earth could have felt more sore;  
His luck was now worse than ever before.

How different now from the drummer just out,  
With his samples complete and his heart stout;  
The salesman who started with spirits so light  
Was now, indeed, in the sorriest plight.

He looked at his message and read it once more,  
And he read it full forty times o'er and o'er;  
Each time he read it, he felt worse and worse,  
He barely could sigh—he was too weak to curse.

With never a word and scarcely a look,  
Sadly he folded his thin order book;  
Homeward he turned with samples and grip,  
To see he was "rattled" you needed no "tip."

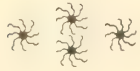
Now here was the cause of his sorrow and woe,  
And this was the message that wounded him so;  
This cut was the deepest, these words most unkind:  
"Return samples at once—your house has assigned."

He went out like a "tourist," he returned like a tramp,  
As a scout on the back track sneaks back to his camp;  
Like a half-drowned rat or a bob-tailed mouse  
Is a drummer recalled by a "busted" house.

*G. T. P. in Haberdasher.*



# THE BEST FILLED CASE IN THE WORLD



FOR THE MONEY.



FILLED  
where filled will  
wear equal  
to gold.





SOLID  
gold everywhere  
else.  
See Cut.

## THE AMERICAN WATCH CASE CO. OF TORONTO,

ASK THE ATTENTION OF THE CANADIAN JEWELRY TRADE TO THE LINE OF

### HUNTING GOLD FILLED CASES

They have lately put upon the market. These cases are made in 14k. and 10k. quality, the 10k. being stamped "Fortune,"  and the 14k. "Cashier," 

*Every one of these Cases have Solid Gold Bow, Crown, Thumb-pieces, Joints and Bearings, and is guaranteed to be the Best Case in the World for the money.*

**THEY ARE EQUAL TO SOLID GOLD CASES**

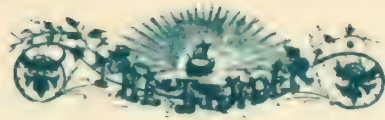
in workmanship and finish, and are fully guaranteed by the American Watch Case Co., no matter by whom sold.



IT WILL PAY YOU TO HANDLE THESE THOROUGHLY RELIABLE CASES.

**AMERICAN WATCH CASE CO.,**  
67 ADELAIDE STREET WEST, - - - **TORONTO.**






# Davis & Louis Company.

MONTREAL.

WHOLESALE JEWELLERS & DEALERS IN  
PRECIOUS STONES.

NOVELTIES ARE OUR **GREAT SPECIALTY**  
IN EVERY LINE OF GOLD & SILVER JEWELRY,

THIS WE MAKE *The Feature* OF OUR BUSINESS.

Sole Agents in the Dominion of Canada for the Celebrated Window Fronts  
and Shop Fixtures of **F. SAGE & CO. of LONDON, ENG.**

CATALOGUES AND ALL INFORMATION IN CONNECTION WITH SHOP BUILDING &  
WINDOW FITTING SUPPLIED BY MAIL UPON APPLICATION.







## A COMMON ERROR.



**I**N times like the present, when the keenness of competition renders liberal advertising an absolute necessity to the rising man of business, the question of the most advantageous medium wherein to bring his specialties before the class of customers for whom he caters, becomes one of great importance. His commercial instincts prompt him to secure the best possible value for his money; but at the same time he fully recognizes

the fact that a good article must be paid for, and that cheap advertising, like cheap goods, usually turns out a poor investment in the long run. The true question before him, then, is to decide upon the respective value for advertising purposes of the principal mediums offered to him by the press, irrespective of their cost, and, did he display the same acumen and knowledge in answering this question correctly that he does in conducting his business, we should hear fewer complaints that the returns from advertising do not come up to expectations.

Unfortunately, the average advertiser bases his estimate of a paper's value as a medium for bringing his wares under the notice of his prospective customers principally upon the volume of its circulation. The larger the volume of circulation, he argues, and the greater number of readers it will have, and consequently the wider the diffusion of the advertisement will be. So far, so good; but when he goes on to add that the wider the diffusion of the advertisement and the greater the advantage he will derive from its insertion, he at once falls into error. It must be remembered that in the great majority of cases the paper having the largest circulation is that which appeals most directly to the sympathies, and panders to the tastes of the lowest classes of the city in which it circulates. This class take a paper for the purpose of keeping posted on the subject of murders, prize fights, police reports and sensational stories. Their minds run in channels which educated people abhor, and consequently they choose a paper which caters to their prurient tastes. As this class in every large city outnumber the middle and better classes, it follows that the paper they prefer soon secures the largest circulation, and simply on the basis of that fact proclaims itself the best and largest advertising medium of its locality.

Of course, for a business man desirous of reaching the lower classes, such a paper would naturally be the best medium. But the average merchant does not. He expects to find his customers principally among the middle and better classes, and consequently an advertisement in a journal of only one-quarter as large a circulation, going among these classes, would prove far more advantageous to him in the long run. In fact, so far as he is concerned, the amount of circulation is simply valueless. Out of the whole subscription list of the "popular" paper not one tenth may belong to the class he wishes to reach; and the percentage of readers likely to form customers for his wares may be five times as large in a paper of only one-fifth of its total circulation. The first question, then, that should be

asked is not "how large is your circulation?" but "of what class are your readers composed?" For in the long run he will find that he will meet with greater success in business by patronizing those papers which have good trade connections than those which cater to larger circulations of the vulgar order, and most of whose sales are on the street or among the residents of the lower localities.

It is to this common error of estimating the value of an advertising medium solely by the volume of its circulation that most of the complaints of the inadequate results accruing from lavish advertising are really due. A merchant will complain that he advertised freely in all the largest daily papers without increasing his sales a thousand dollars a year, and therefore will give it as his experience that the value of advertising is largely overestimated; when the real truth is that he has not advertised in the true sense at all. He has only contributed to the coffers of a widely circulated paper which his customers read solely for news and then fling aside without troubling themselves to scan its advertising columns. Had he expended a similar sum in the columns of his trade journal, where the advertisements may be said to form part of the reading matter and are equally carefully perused, his opinion of the value of advertising would have been a very different one.—*Canadian Journal of Commerce.*

## A LIFE FOR A DIAMOND.

"There's the most beautiful diamond I have ever seen during an experience of thirty years with the sparkling gems," said a veteran diamond merchant, as he held up a stone that seemed to live in fire, to a reporter of the *Philadelphia Inquirer*. From every facet radiated brilliant colors, and the hue of the stone was that steely blue which delights every connoisseur of the precious gems. The diamond did not weigh six carats, but was easily worth \$5,000.

"That stone has a tragic history," continued the man of jewels, as he laid the diamond to rest amid a nest of snowy cotton. "It comes from the De Beer's mines, in South Africa, and was discovered by a coolie employed by the company. His practised eye saw that the gem was a marvellous one for beauty of color, and a desire to steal it overcame him. Well, he did steal it, and to conceal the diamond about his person—for the coolies work almost naked in the diamond mines—cut a hole in his flesh, under the arm. But the wound did not heal, and the observant eye of the foreman saw what was the matter. A few days after he charged the coolie with having stolen a diamond, but the negro denied it.

"When Jack, the foreman, reached for his sore arm, the thief made a dash and ran toward the outskirts of the camp like a deer. The foreman followed him, but the fleet-footed negro outstripped him. He knew that a severe punishment awaited him if captured, and centred all his efforts to getting away with the stone, whose value would have made him rich for life. But Jack was equal to the emergency, and, drawing his pistol, shot the coolie through the back just as he was taking to the hills. His dead body was dragged back into camp, his arm cut open, and this beautiful gem in the rough was taken from the insertion. It's a tragic story, but true as gospel, and only a sample of what has happened more than a hundred times in the diamond mines of South Africa.



# A TELEPHONE CONVERSATION

## WITH THE TRADE.

---



*A. W. C. Co.*—Hello, Central!

*Central.*—Yes, who do you want?

*A. W. C. Co.*—Give us the Retail Jewelers of Canada.

*Retail Jewelers.*—Hello, who is it that wants to speak to us.

*A. W. C. Co.*—THE AMERICAN WATCH CASE COMPANY, of 67 Adelaide Street West, Toronto, is speaking, and they just want to inform you that they absolutely refuse to accept any responsibility for any Gold, Silver or Gold Filled Watch Case unless it bears one of their Registered Trade Marks.

*Retail Jewelers.*—That's all right, but just tell us what are your registered trade marks?

*A. W. C. Co.*—Our trade mark on all Gold and Silver Cases is a "**Maltese Cross**," (✠) and on all Filled Cases a

"**Winged Wheel**," (🌀) and when you are buying Cases always look for these stamps. If they are stamped with one (🌀) of them our Company will guarantee the quality and workmanship of the Case, no matter who sells it to you.

*Retail Jewelers.*—That's first-class as far as it goes, but why don't you name your Filled Cases so that we can order exactly what we want from our jobber?

*A. W. C. Co.*—We have done so. In 14 K. Filled we make two different kinds of O. F. Screw Cases, the "**Premier**" and the "**Cashier**," and one Hunting Case called the "**Cashier**." In 10 K. Filled we make the "**Fortune**" in Open Face and Hunting. Every one of our Filled Cases has one of these names stamped in it in plain letters right above our trade mark of the Winged Wheel, so that you can't make any mistake about them.

*Retail Jewelers.*—Thanks! We will certainly bear these things in mind when next we buy cases. In the meantime let your Company keep right straight along as you have heretofore done and give us first-class goods that we can swear by. We want to sell honest goods that we can conscientiously recommend.

*A. W. C. Co.*—Thank you, gentlemen, your advice is first-class, and we will always try and deserve your confidence. Good-bye.





# WATCHES FOR WATCHMAKERS.

---

We call your attention to our new movements : 18 Size Hunting and Open Face

**"SPECIAL RAILWAY," "JOHN C. DUEBER," "DUEBER," "DUEBER WATCH CO."**

---

Please examine and compare them with the class of Movements the Trust asks you to buy, at about the same prices, and in some instances, 25 per cent. in advance.

You will see after an impartial examination of these Movements how little chance there is to sell Combine goods, as soon as our Movements are shown to the entire trade.

Why they wanted a Combine must be plain to you by this time.

"They cannot compete with the class of goods we make."

We hope in conducting your business you do not run it on the plan of a benevolent institution, buying goods for charity's sake, holding up a Combination of Manufacturers, who cannot and dare not sell their goods in open competition, on their merits.

THE DUEBER WATCH CASE MANUFACTURING CO.

---

**Dueber-Hampden Adjusted Watches are put up in Silverine Skeleton Cases.**

---

**Dueber-Hampden Watches do not have any of the Pendant Setting  
humbug attachments.**

---

**Dueber-Hampden Watches, 18 Size, will in future for Canadian trade  
have 24 Hour Dials.**

---

**Dueber-Hampden Watches may now be had either "named" or "nameless."**

---

**Dueber-Hampden Watches on top for Correct Time.**

---

**Dueber-Hampden Watches on top for Intrinsic Value.**

---

**Dueber-Hampden Watches on top for square dealing and an honest  
profit for all those who handle them.**

---

To prevent dissapointment and delay, dealers who have not already placed their orders for Fall delivery should do so now.

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Address all communications to

**WILLIAM ALLEN YOUNG,**

Bank of Commerce Building,

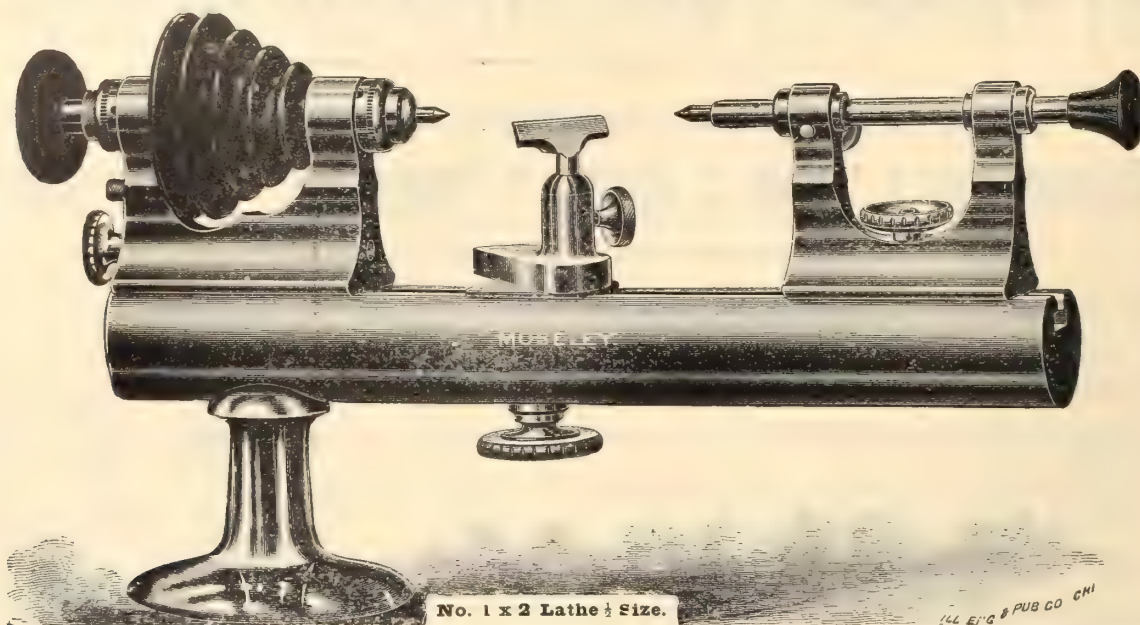
**LONDON, ONT.**

Sole Canadian Wholesale Agent for the Sale of

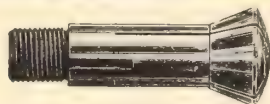
**HAMPDEN WATCHES.**



QUALITY IS THE STANDARD OF VALUE.  
WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 Lathe  $\frac{1}{2}$  Size.



No. 1 X 2 WIRE CHUCK

All our Chucks are stamped "Moseley" on the face and warranted.  
Cut of Chucks Full Size.

**Note.**—The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

**ALBERT KLEISER,**  
NO. 14 KING STREET EAST,

MARTIN'S GENEVA MAINSPRING

This is the finest Spring ever offered to the Trade in Canada. Send for sample doz, and be convinced.

Per Doz.

Martin's Springs for Waltham and Elgin Watches, 18 Size, - \$1 25  
" " for Swiss Watches, all sizes, - - - - - 1 00

For Sale only by A. KLEISER, Wholesale Dealer in Watch Materials of all kinds.

Sole Agent for the Dominion for the Moseley Lathe, -  
- - Wholesale Dealer in Watch Materials of all Kinds, -  
- - TORONTO, ONT.

# The HOLMES ELECTRIC PROTECTION CO. OF TORONTO, LIMITED.

**8 Wellington Street East, . . . . . TORONTO.**

BANK VAULTS, JEWELERS' SAFES, STORES of all kinds WATCHED, GUARDED and PROTECTED by our Central Office System, Cheaper, more satisfactorily, and more securely than it can be done in any other way. We protect your property by surrounding your vault completely inside or out with our Electric Lining which cannot be penetrated, when in operation, without an alarm at our Central Office. Thus we have an eye on your valuables every moment of the year.

*Absolute Security when applied to Safes or Vaults.*

The HOLMES ELECTRIC PROTECTION COMPANY OF TORONTO, Limited.  
8 WELLINGTON ST. EAST.



## FROM OUR UNITED STATES EXCHANGES.

A. E. Bentley, general manager of the Illinois watch factory, is quite ill at his home, having been overcome by the heat.—*Catalogue.*

Marcus W. Morton, secretary of the Manufacturing Jewelers' Board of Trade, has been appointed by the Governor of Massachusetts as Commissioner of Massachusetts in Rhode Island.—*Weekly.*

A Michigan jeweler says that the recent storms have kept repairers busy, the large amount of uncontrolled electricity causing many mainsprings to break. He put in eighteen new springs in one day.—*Review*

Last Friday the suit of the Crescent Watch Case Company against the city of Brooklyn, to recover \$29,969.97, for damages to its factory from the overflow of a sewer, was decided in the Company's favor, judgment for \$17,000 being awarded.—*Weekly.*

The Boston *Globe* offers a sword, furnished by Tiffany & Co., and costing \$1,000, as a gift to the most popular Grand Army man in the country. Anybody may vote on the coupons printed in the *Globe*. The voting began on July 3rd, and will continue until about the middle of August.—*Review.*

The gymnasium erected for the use of the employees of the Elgin National Watch Company is completed and ready for occupancy. The appliances are of the most improved character, and the rooms are attractively furnished. Instructors have been provided, and the athletic exercises of the employees will be methodically conducted.—*Weekly.*

George Morris, a Brooklyn optician, well known in this city, is rejoicing over the receipt of a cablegram informing him that his uncle, a Mr. Phillips, has died in Plymouth, England, leaving him property valued at \$60,000. Mr. Phillips is said to have been a prominent diamond cutter, owning extensive works which are left to his nephew.—*Weekly.*

As Gustavus H. Stern, a saloon passenger on the steamship *Fulda*, was leaving the vessel he was stopped by two custom house inspectors who found in his pockets a diamond brooch, two garnet brooches, two diamond scarf pins, two diamond bracelets, garnet earrings and a garnet necklace. The articles were seized for duty. *Weekly.*

A downtown jeweler, says a New York paper, received a day or two ago, from a stove and furnace maker, an order unlike anything he had ever received before. This was nothing less important than a set of hot air registers made to set in the floor. They were made primarily in solid brass from designs by the architect, and his orders were to plate them heavily in pure gold. When finished they are to submit to being walked upon in the country house of Mr. Rockefeller.—*Review.*

Aaron Cahn, a jeweler of 609 Third Avenue, New York, was sued, last week, by a customer for damages resulting from the loss of a brooch and a pair of earrings left with him for repairs. Mr. Cahn admitted receiving the articles, which he alleged were turned over to a repairer on Nassau Street. The latter testified to having sent the articles by mail to Mr. Cahn. The package never reached the jeweler, however, and is supposed to have been lost in transit. Civil Justice Lachman,

before whom the suit was tried, dismissed the complaint. Sol. & Benj. Oppenheimer appeared for the defendant. A number of jewelers were present at the trial.—*Review.*

The factory and plant of the Aurora Watch Company are ordered to be sold at auction before July 30. The employees, except eight or ten who have not appeared to claim their money, have received the entire balances of wages due them. Trask & Plain have purchased another lot of Aurora movements from one of the banks. Two of the banks have sold their movements at 50 per cent., and all the movements are now on the market. It is reported that the judge of the County Court states that Assignee Evans has not executed his orders as they were intended. The alleged variation from the order consisting in failing to pay some of the employees one half of their wages in cash.—*Catalogue.*

One of the boldest robberies ever perpetrated in Bradford, Pa., was committed on July 3rd at noon at the establishment of W. Schopperle in the Roberts block on Main Street. While the proprietor was at lunch, thieves entered the store through the transom and secured forty dollars in money, and gold and silver watches and a number of rings to the value of \$600. From the manner in which an entrance was effected there is no doubt in Chief of Police Framley's mind that more than one man is implicated in the robbery. At 11 30 o'clock two strangers were noticed in the vicinity, who, by their suspicious movements, excited the attention of passers. Two arrests were made later, and it is believed that the men arrested are members of a gang of five who have been operating in the adjoining houses for the past two weeks. The thieves secured eighteen ladies' gold watches and a tray of diamond rings, the value of one alone being \$125.—*Review.*

W. L. Gilbert, aged eighty four, died near Toronto, Can., Sunday, whither he went several weeks since on business. He has been fifty years president of the Gilbert Clock Company of Winsted. He was very prominently identified with many large factory interests in Winsted and with the railroad interests of Connecticut, as well as the banking interests of the State. His fortune is estimated at \$3,000,000. He built and endowed the Gilbert Home of Winsted a few years since, at the expense of \$500,000. He was also the promoter of a project to tunnel the mountain so as to connect the waters of Crystal Lake with Mad River, with a view of giving increased power to about twenty Winsted factories. His promised donation to the project was \$50,000, and it is thought some provision has been made in his will so that the project may be consummated. Mr. Gilbert was extensively known from Maine to California.—*Mfg. Jeweler.*

## NOTES OF ENGLISH TRADE.

Electricity has now been applied as a means of separating gold and other precious metals from the ore. This is done in connection with mercury, and it is said to do its work most effectually, and at a less cost than any other process now known. This invention has been patented in England by a Mr. Molloy, a member of Parliament.—*Ex.*

HOW ENGLISHMEN REGARD IT.—The progress of the Tariff Bill, now all but passed by the Legislature of the United



# THANK YOU



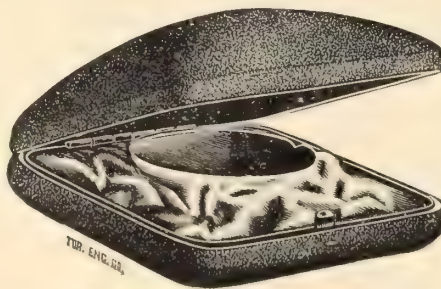
WE have all along felt that in bringing out anything new we are not working for an unappreciative trade. It is with more than ordinary pleasure that we take this opportunity of thanking so many of our customers for their kind words of encouragement and congratulations spoken and written during the last month to ourselves and our travellers on our latest achievement in

## SILK VELVET CASES.



WE have aimed at turning out a handsome and durable case of exactly the correct shape and size, for a small sum of money, and as a result are offering our New Velvet Line at prices one-third lower than good Plush Cases. The accompanying cut will shew the style (for full line see July TRADER), and below will be found our prices, which are subject to the usual cash discounts.

|                         |      |      |
|-------------------------|------|------|
| Watch, No. 141.....     | \$12 | Doz. |
| Sett, 142.....          | 12   | "    |
| Brooch, 143.....        | 7    | "    |
| Small Earring, 144..... | 6    | "    |
| Large " 145.....        | 7    | "    |
| Lacepin, 146.....       | 8    | "    |



|                        |     |      |
|------------------------|-----|------|
| Links, No. 147.....    | \$8 | Doz. |
| Cuff Buttons, 148..... | 7   | "    |
| Ring, 149.....         | 6   | "    |
| Scarf Pin, 150.....    | 8   | "    |
| Bracelet, 151.....     | 13  | "    |
| Single Stud, 152.....  | 6   | "    |

ON SAMPLE LINES WE WILL PREPAY CHARGES.

THE HEMMING BROS. CO., LTD.,  
76 YORK STREET,  
TORONTO.



States, is watched here with keen anxiety. In spite of the present all but prohibitive tariff, there are dozens of Sheffield firms whose trade is almost exclusively American. How these will fare should the Bill ultimately pass into law is the question of the hour. The very best qualities of Sheffield cutlery will probably always sell in the States, whatever the price may be; but to the more ordinary sorts the United States will probably be a closed market. This is a most serious matter for the town at large, and the feeling against the Yankees is most intense. Retaliation is not only talked about, but strenuously advocated by a large section of the community. Never were the principles of Sheffield Free Traders put to so severe a test as they are at present.—*Silversmith.*

**GRANT TO THE BIRMINGHAM JEWELERS' TECHNICAL SCHOOLS.**—A deputation from the Birmingham Jewelers' and Silversmiths' Association waited upon the Committee of the Guardians of Wrought Plate at the Assay Office on the 20th ult., for the purpose of presenting a memorial signed by over 200 of the leading firms of the trade, praying the Guardians to make a grant out of the funds of the Assay Office in aid of the equipment of the Technical School now being established in connection with the Branch School of Art in Vittoria Street. Mr. C. Green introduced the deputation and presented the memorial, briefly explaining the objects of the school and its necessity as the complement to the art education now being given to the youth of the trade, and urged the pressing need of money to enable the association to effectively start it in its useful career. Mr. J. M. Banks and Mr. J. W. Tonks strongly supported the prayer of the memorial. Mr. Buckley, in reply, expressed the great pleasure it had afforded himself and his colleagues to meet the deputation, and said their object had his fullest sympathy in the present and best wishes for the future. He thereupon handed the chairman of the association a cheque for £500.—*Silversmith.*

**PLATE LICENSES.**—At the Hull Police Court, on the 26th ult., Frederick Steele, watchmaker, of 17 Russell Street, Birmingham, was summoned by the Inland Revenue for selling silver plate without a license. Mr. Worthington, supervisor of Inland Revenue, appeared in support of the information. The evidence given by Mr. Herbert B. Ward, Inland Revenue Officer, showed that on the 1st of the previous month he was passing the defendant's shop, when he saw several small articles of silver-plate in the window. He entered the shop and purchased a bracelet for 15s., defendant stating in reply to his question that the article was silver. There were several other articles of silver plate exposed for sale, as also a watch. The defendant pleaded guilty, and said he had some justification. The bracelet and other articles mentioned belonged to his wife, for whom he was selling them. He did it principally to advertise his business. Mr. Worthington stated that it was in consequence of complaints that these proceedings had been taken. Defendant was a watchmaker, and therefore he must have known that a license to sell plate was required in his business. The stipendary magistrate said he observed from the section under which these proceedings were taken that the penalty was £50, but he had power to mitigate it for a first offence. The Legislature considered it a serious matter, and he felt it his duty to impose a fine of £5 and costs.—*Silversmith.*

## EDITORIAL NOTES

### SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the jewelry business that they think would be of interest to the Trade generally.

**IN DIFFICULTIES.**—Mr. R. F. Davey, the well-known Port Hope jeweler, has placed his affairs in the hands of R. E. Gunther, pending instructions from the assignees.

**BEETON & PLAYTNER**, of Toronto, are dissolving partnership. It has not yet been decided who will conduct the Horological Institute recently started by the firm.

**MR. PARK MONTGOMERY**, late of Chico, Cal., has become a member of the firm of H. Park & Co., jewelers, of Hamilton, Ont. The style of the firm will hereafter be Park & Montgomery.

**THE TORONTO SILVER PLATE COMPANY** are very busy getting out new designs for this fall's trade, and expect to show our jewelers the most complete line of goods this year that they ever had.

**A PROTESTING JEWELER**—Mr. D. F. Ferguson, retail jeweler of Rat Portage, has entered a protest in the courts against the return of Mr. James Conmee as member of the Local Legislature of Ontario.

**A BAD MAN.**—Thomas Ryan, while under the influence of liquor, assaulted Mr. Schreck, jeweler, of St. Thomas, in his own store, for which offence he was assessed \$4 and costs by the police magistrate.

**A SNEAK THIEF'S WORK.**—A sneak thief entered Alf. Doherty's jewelry shop, 614 Yonge street, last month, while Mr. Doherty was at tea, and stole three valuable gold watches. No clue has yet been discovered.

**HAMILTON JEWELERS** are sensible enough to take some enjoyment out of life as they jog along, and have agreed for the summer months to close their places of business every Wednesday afternoon. Their heads are level.

**SIMPSON, HALL, MILLER & Co.** have just about ready for distribution amongst the retail jewelry trade, a new illustrated catalogue of silverware, which will be one of the best of its kind ever distributed in the Dominion.

**MR. L. H. DOLL**, jeweler, of Calgary, N. W. T., was in the city last month on a buying expedition, and looked in to see **THE TRADER**. He has a high opinion of the North-West Territory and its prospects, and predicts a big trade up there this fall.

**MR. JNO. J. HOUGHTON**, formerly with P. W. Ellis & Co., and latterly with Mr. Harry Ellis of this city, has made an engagement with the retail firm of J. E. Ellis & Co., and will hereafter be found in that establishment every lawful working day.

**THE AMERICAN WATCH CASE COMPANY** of Toronto expect to have a full line of their new six size filled cases on the market during the present month. They will be first-class in every respect, and fully equal to the best made in the United States.

**FAILED.**—The largest failure in the New Brunswick jewelry trade that has occurred for some time is that of L. T. Joudry, of Moncton. The firm's liabilities are estimated at about \$15,000, pretty well distributed amongst the wholesale trade all over the Dominion.

**MR. HARRY J. JOSEPH**, of the firm of Louis Davis & Co., of Montreal, was in the city last month on a business trip, and dropped in to see us. His firm have made preparations for a big fall business, and will show the trade some very choice lines in English and European jewelry.

**SYDNEY LEE ILL.**—We are sorry to learn that Mr. Sydney Lee, of the firm of Thos. H. Lee & Son, of this city, is down with typhoid fever. At last report he was progressing as favorably as could be expected, and we trust that he will soon be around again as usual.

**THE SHERIFF IS IN.**—Mrs. Edward Culverhouse, in whose name a jewelry trade was carried on in Thorold, is in business trouble, and the sheriff is in possession of her store. It is understood that Harry Ellis, of Wellington street west, is one of the chief creditors, but his loss will not be very large, if any.





# NEW GOODS.

LEVY BROS., HAMILTON, ONT.

For the coming Fall Trade we have made extra exertions to secure some

## NEW AND TASTY GOODS

and for that purpose ENGLAND, FRANCE, GERMANY and the UNITED STATES have been visited, and we have been successful.

## OUR FALL STOCK HAS ARRIVED

and when our Travellers call on you they will show you grand value for your money, and goods that will sell at sight. Do not buy until you see what we have to offer.

## IN AMERICAN AND SWISS WATCHES

☉... WE LEAD. ...☉

A complete line of Association Movements, Filled and Silver Cases as low as the lowest. Gold Cases all sizes and designs.

## WE HAVE SPECIALTIES---TRY THEM.

"Albo" Silver Goods, Registered, (we are sole agents for Canada) "white as silver and guaranteed to wear white throughout."

"L. B. Silveride," O.F., Key Case. The best Case in the world 5,000 just received.

"L. Bros." & "L. B. H." Standard Rolled Plate Chains.

A1 Spectacles, Registered. The cheapest and best spectacle in the market.

The choicest stock of French Marble and Mexican Onyx Clocks ever imported into Canada, and our usual complete line of American Clocks.



**HYMENEAL.**—Mr. E. E. Skinner, the popular traveler for Messrs. M. S. Brown & Co., of Halifax, N. S., was last month married to Miss Laura Weatherbee of that city. **THE TRADER**, in common with his many friends in the jewelry trade, takes the opportunity of wishing him long life and happiness.

**LEFT THE BUSINESS.**—Mr. George J. Bray, the well-known jewelry traveler, has apparently gone back on the business of which he has so long been one of the brightest ornaments, and has made an engagement with Messrs. Hees, Anderson & Co., to represent their line of window blinds, &c., on the road.

**EDMUND SCHEUER**, while in New York last month, succeeded in effecting a purchase of a large line of clocks which will prove a temptation to close buyers in Canada this fall. His assortment is very complete, and jewelers visiting the city will find it to their advantage to call at his warehouse and make a personal inspection of his stock.

**EARLY CLOSING?**—The retail jewelers of Halifax, N. S., have adopted the practice of early closing and will hereafter shut their shops every evening at eight o'clock. Saturdays excepted. We would suggest to them the advisability of getting it down gradually to six o'clock instead of eight, and they will find they will do just as much business.

**WE REGRET TO LEARN** that Mr. A. W. Crump, Canadian agent of the Waterbury Watch Co., lost his mother about the middle of July, after an illness of about three weeks. Mrs. Crump's remains were taken to New York for interment in the family burying plot there. Mr. Crump has the sympathy of his many friends in the trade in his affliction.

**IN QUOD.**—A tramp named Henry Lawrence was last month arrested in Hamilton, Ont., for stealing a watch from T. Lee and a clock from S. B. Roos, both retail jewelers of that city. The Police Magistrate sentenced him to eighteen months in the Central Prison, which will probably furnish him ample time for reflection upon the error of his ways.

**GEORGE E. HUNTER**, Assistant Superintendent of the Elgin National Watch Company, paid Toronto a flying visit last week on the business of his company. He says they are very busy at the factory, turning out from 1800 to 1900 watch movements per day, and have not got near up to their orders. They are looking for a big year's business in the States this fall.

**NEW HOWARD MOVEMENT.**—The new low priced movement just placed upon the market by the E. Howard Watch and Clock Co., is bound to become very popular amongst those who want a very fine time keeper at a reasonable price. The reputation of the makers stands deservedly high and is a guarantee that these movements are first-class in every respect.

**A. C. ANDERSON & Co.** are getting ready to move into their new quarters, which will be immediately in rear of those occupied by them for the past few years. They will be in the same building, but their entrance will hereafter be by the large hall door in the centre of the building. The new premises will be both light and airy and admirably adapted for the needs of the firms constantly increasing business.

**AN HONEST SINNER.**—The custom house officers of St. Catharines last month imposed a fine of \$50 on E. J. Leavenworth, editor of the *Gazette* of that city, for smuggling a number of plated butter knives over the line, which he was disposing of as premiums with his weekly paper. Mr. Leavenworth acknowledged the breach of the law in an open letter, in which he gives it as his opinion that smuggling is the least of sins.

**A RISE IN SILVER CASES.**—Owing to the great increase in the price of silver bullion it is understood that the case manufacturers of Canada and the United States will be compelled to advance the price of silver cases of all kinds. Retail jewelers who can afford it would be well advised to lay in at once all the stock of these goods that they can reasonably afford to carry, while they can get them at anything like old prices.

**DUEBER WATCHES.**—W. A. Young, the general agent of the Dueber-Hampden Watch Company for the Dominion of Canada, has just returned from a buying expedition to the U. S., and reports something new in his special line of watches. Hereafter the Canadian jewelry

trade will be able to get 24 hour dials on all goods of r8 size Dueber-Hampden Watches without any extra charge, a concession which will, no doubt, be fully appreciated by them.

**MR. GEORGE CHILLAS**, the wholesale jeweler, who, for the past year has had his quarters in the Manning Arcade on King St. west, has taken a lease of the warehouse next door east of that occupied by P. W. Ellis & Co., and will move into it just as soon as the necessary alterations can be effected. The move is a good one for Mr. Chillas, as he will be right in the jewelry swim instead of being away off by himself, as formerly.

**A GO AHEAD COMPANY.**—The Hemming Bros. Company, of this city, have recently placed a line of jewelers' boxes and cases on the market, which, for finish and value, far surpass any goods which have been imported into this country for years past. The jeweler who cannot find something amongst the samples of this Company's travellers wherewith to beautify and show off his goods, must of a verity be hard to please.

**FORGING AHEAD.**—Messrs. P. W. Ellis & Co., of this city, have just completed the purchase of the large double warehouse, the greater part of which has been for some years past used by them in carrying on their business. Now that the extensive alterations at which they have been working for the past two months are completed, they own what is probably the largest and finest exclusively jewelry warehouse in America.

**AN INTERESTING DECISION.**—At the London, Ont., Division Court, Judge Elliott presiding, an action of the Acme Silver Co., Toronto, against A. W. Smith, of Missouri, came up for decision. The case arose out of a bailiff's seizure, the goods being afterwards claimed by W. Heughan, of Thorndale, and Mr. Moore, of the same vicinity. A verdict was given for the plaintiff, and President Parker is therefore correspondingly happy.

**CANADIAN TOWER CLOCKS.**—Messrs. J. E. Ellis & Co., of this city, have commenced the manufacture of tower clocks of all kinds, and it is probable that hereafter most of the clocks of this kind erected by them will be made in their own factory in Toronto. The workmanship of these clocks is said by those who have examined them to be of extra quality, and that they are bound to perform well as timekeepers. Score one more for the N.P.

**A BIG PURCHASE.**—The largest purchase of sterling silver bullion ever made by any firm in Canada was effected last month by the American Watch Case Company, of Toronto, through their New York brokers. The indications are that silver will go up to a higher point than it has reached for ten years past, therefore manufacturers with capital are putting themselves in shape to discount the effects of the expected advance.

**A LUCKY JEWELER.**—Amongst the recent appointments gazetted by the Ontario Government we notice that of A. W. Thompson, jeweler of Port Arthur, as Sheriff of Thunder Bay District. A. W. is a good fellow and thoroughly deserves the position, and **THE TRADER** not only wishes him long life to enjoy the good things of his lucrative and responsible office, but trusts that it any of his old fellow-craftsmen ever get into his clutches, he will deal tenderly with them.

**MR. BENJ. ALLEN**, one of the largest and best known and most genial of Chicago's wholesale jewelers, was in Toronto last month, and of course dropped in to see **THE TRADER**. He had been accompanying his wife down to the sea coast, and was on his way home to look after the opening of the fall campaign. Although trade in Chicago has been somewhat flat so far this year, Mr. Allen looks forward to a big fall trade, and we trust he will not be disappointed.

**BAD READING FOR CANADIAN PESSIMISTS.**—The financial statement for the year just closed shews that the revenue of Canada during the financial year ending the 30th ult. amounted to \$8,841,000 and the expenditure to \$9,939,000, leaving a surplus of nearly \$8,000,000. This will be indeed bad news for Commercial Unionists and persons of that ilk, who have for years been contrasting our deficits or small surpluses with those of the U. S., very much to our disadvantage.

**P. W. ELLIS & Co.** have just finished a large order for "Union Jacks" for the use of the Sons of England Society of this country. They are about three quarters of an inch long and the colors are



# Canadian Horological Institute,

133 KING STREET EAST,

OPPOSITE ST. JAMES CATHEDRAL,

TORONTO, - - - ONTARIO.

PRACTICAL AND THEORETICAL INSTRUCTION IN WATCHMAKING AND  
REPAIRING GIVEN IN ALL ITS BRANCHES.

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Our system of operation is arranged so as to give Students the greatest possible amount of practical instruction in the shortest space of time.

If you feel that you would like to understand Escapements a little better, take a month of instruction in our School, where you will have every facility for improvement.

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If you want to learn how to run the American Lathe and do turning, jewelling, etc, take one or two month's instruction in our School.

If you want to generally perfect yourself in your business, take a course of from six months to a year in our School.

If you want to learn your trade entirely, come with us for from one to two years, and if you have average mechanical ability and a desire to progress, we will turn you out a First-Class Watchmaker, and procure you a good situation.

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Send for Prospectus, giving full information, terms, etc.

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**CANADIAN HOROLOGICAL INSTITUTE,**

*133 King St. East, Toronto.*



For Time, Appearance and General Satisfaction,

THEY

# WATERBURY WATCH

Is UNEQUALLED by any other low-priced Watch  
IN THE WORLD.

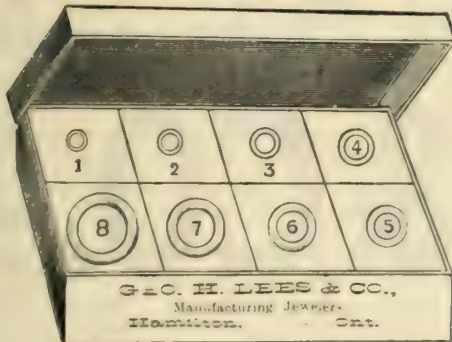
THERE is a larger percentage of profit in the sale of WATERBURY WATCHES than ANY Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.

**THE WATERBURY WATCH CO.,**

81 KING STREET EAST, - - - TORONTO, ONT.

WATERBURY



ROLLED PLATE and SILVER JUMP RINGS conveniently done up in boxes holding one gross each, assorted in eight useful sizes.

R. P. Silver \$1.25 per gross.  
1.50 " " "

Order a box of each to start with, and afterwards order by number any quantity you may want. You will find this a very good system. Sent by mail on receipt of price.



FRIENDSHIP RINGS. Taking well and becoming very popular. Made in three patterns, Milled, Chained and Diamond.

Silver, with Round, Octagon or Lozenge Bangles. \$2.40 per doz.  
Initial Bangles 3.00 " "

Gold, with slightly smaller Bangles and Initials 7.50 " "

We are still selling lots of the BANGLE BRACELETS. Solid Silver, 1 dozen \$2.10, 2 dozen \$4.10, 3 dozen, \$6.00. Assorted patterns. Sent by mail on receipt of price.

G. H. LEES & CO.,  
Manufacturing Jewelers Watchmakers & Engravers, Hamilton, Ont

**T. WHITE & SON,**  
**MANUFACTURING JEWELERS,**

LAPIDARIES & DIAMOND SETTERS,

**RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.**

Canadian and Foreign Stones, Rubies, Sapphires, etc., Polished and Mounted for the Trade.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

**C. W. COLEMAN,**

10 KING ST. WEST, 'up Stairs,' - - - TORONTO.

WATCHMAKER TO THE TRADE.

Importer and Dealer in GRANDFATHER CLOCKS,

QUARTER TING-TANG AND CHIMES.

ESTIMATES FURNISHED FOR TOWER CLOCKS.

**W. COATES & BRO.,**

JOBBERS IN

**JEWELRY AND WATCHES,**

BROCKVILLE, ONT.



# The Montreal Optical & Jewelry Co., Ltd.

**Warehouse and Factory, 1685 Notre Dame St. Montreal.**

P. O. BOX 1054.

**ONLY MANUFACTURING OPTICIANS IN CANADA.**

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

## OPTICAL GOODS

Ever Shown in the Dominion.

*Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles*

**AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.**

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

**Montreal Optical and Jewelry Company, Limited.**

**The Best Line of Rolled Plate Chains.**

IN THE MARKET FOR THE MONEY.

STYLES

ORIGINAL  
DURABILITY  
GUARANTEED.



# J.G.C. & CO.

(TRADE MARK.)

FINISH ALL  
THAT  
COULD BE  
DESIRED.

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

**J. G. CHEEVER & COMPANY,**  
**NORTH ATTLEBOROUGH, MASS., U.S.A.**

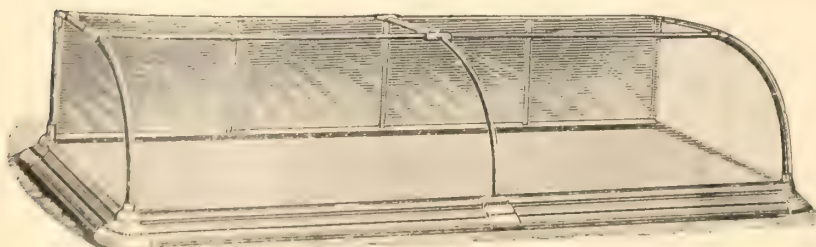
GEO. P. WAGNER.

CARL ZEIDLER.

D. C. WAGNER

**DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.**  
(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver  
Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

**Show Rooms, Head Office and Factory: West Toronto Junction, Ont.**



beautifully brought out by enamel work. They ought to be extensively handled by every jeweler in Canada, for we do not know of a neater or more appropriate badge for any true and loyal Canadian than the dear old Union Jack. As a piece of jewelry it is both pretty and unique, and what is more it can be sold by the retailer at a good profit. Every patriotic Canadian should wear one.

**W. T. PARSONS**, of Dundalk, Ont., one of the oldest retail jewelers in Canada, paid **THE TRADER** a visit last week, just as he said in order "to thank us for the great free treat we had been supplying him with for years past through the medium of **THE TRADER**." He said, "if it don't come to hand by the 5th of the month, I begin to feel as if I had lost something, and then of course you hear from me to know what is keeping back my paper." In this respect Mr. Parsons is but a fair sample of hundreds of the most enterprising and wide-a-woke jewelers in all parts of the Dominion.

**A BIG ADVANCE**.—The United States mine owners having been successful in getting their Silver Bill through Congress, the effect has now become visible in the price of silver bullion which has advanced nearly seventeen per cent. within the past eight months. This means a large advance in the cost of all goods into the manufacture of which silver enters largely. Amongst other things it is probable that sterling silver flat and hollow ware, watch cases, and electro-plated ware of all kinds must take a step upward in price if silver is going to maintain its present high value.

**CANADIAN JEWELERS IN THE U. S.**—During the past month nearly every Canadian wholesale jewelry house has had a representative over in the United States on a "stil hunt" for novelties in American jewelry, and no doubt the fruits of their researches will be made manifest when their respective travelers take the road. So far as the **THE TRADER** has been able to learn, novelties in American jewelry, while not so plentiful as in former years, have yet been sufficiently numerous to amply repay the search of buyers who were bound to get them. Some of the new designs are said to be very taking.

**PEOPLE WHO LIVE IN GLASS HOUSES**.—Now that *The Guide* has satisfied itself that **THE TRADER** is a thoroughly independent journal, and made its half-hearted apology for the false charge it brought against us, it might take time to explain to the retail jewelers of Canada just what connection it has with the Charles Stark Co., who manufacture watch cases under the name of the Toronto Watch Case Co., and who, if the trade might judge by its advertisements in *The Guide*, furnished the inspiration for the charges made by that journal against **THE TRADER** and the American Watch Case Company.

**LOOK OUT FOR THEM**.—A telegram from Elmira, Ont., says that several well-dressed, smooth-tongued rascals have been "doing" the townships of Woolwich and Peel, and have succeeded in swindling a good many of our farmers. Their specialty is gold watches, which they claim they have been obliged to take on a bad debt. Their story was so well rendered that many of our farmers fell victims to their snares, and paid from \$10 to \$18 for watches which are worth less than \$3 each. The local jewelers should lend their assistance towards getting these scoundrels under lock and key.

**A PLEASURABLE VISIT**.—On account of his close application to business, Mr Edward Beeton, the well-known jeweler of this city, was recently threatened with loss of his eye-sight and recommended by his physician to take two or three weeks complete rest and change of scene. He accordingly took ship for Chicago, Ill., and spent the most of his time on the water. While at Chicago he ran out to Elgin and spent a whole day in the Elgin Watch Company's works, and what he saw there will be found chronicled in a very interesting letter from him in this issue of **THE TRADER**. Be sure and read it.

**A DESERVED HONOR**.—Mr. Matthew Gage, formerly engaged in the retail jewelry business in Kingston, but who on his removal to Riverside, Cal., a few years ago, succeeded in reclaiming a large tract of almost barren land by artificial irrigation, passed through Toronto last month on his way to Europe, where he proposes spending several months. Before leaving Riverside, Mr. Gage was tendered a complimentary banquet by the people of that place as a mark of their appreciation of his services to the community. We trust that Mr. Gage

may have a pleasant trip and thoroughly enjoy the fortune he has amassed by his foresight and business ability.

**ANOTHER BURGLARY**.—About 3 o'clock on the morning of July 3rd burglars entered the store of James Stark, of Ayr, and blew open his safe. The work was evidently done by professionals. A hole was bored on top of the safe just inside the door, powder poured in and a fuse put down through the hole. The door was blown completely off and partly through a partition. Watson's night watchman, Rutherford, heard the report, and went towards Stark's. The robbers fired three shots at him and hurried off north. There was only about \$20.00. Surely such repeated warnings as this should make jewelers alive to the necessity of having adequate protection for their valuable stock.

**REMOVAL**.—The Acme Silver Company have removed from their former premises on Wellington Street East, to the factory they purchased some months ago on Hayter Street. If any of our readers have the idea that moving the contents of a factory is a nice job, they can get their minds disabused by a few minutes conversation with President Parker of the "Acme" Co. The new premises of the Acme Silver Company are not only very extensive, but have been fitted up with all the latest appliances for the manufacture of artistic and staple flat and hollow silverware. The Company are making preparations for a largely increased fall trade, and if it don't come they will want to know the reason why.

**STRAWS SHOW HOW THE WIND SETS**.—A recent cablegram from England says that at Sheffield the mayor of that city presided over a meeting attended by 12,000 persons called to protest against the McKinley tariff bill as seriously affecting Sheffield's manufacturing interests. A master cutler proposed, and the president of the chamber of commerce seconded a resolution calling upon the Government to take protective measures against the McKinley tariff bill, which it was stated threatened to become the means of destroying Sheffield's trade with America. The resolution was carried by acclamation. If England is a free-trade country it is evident that her people are not unanimous on the policy.

**A NOVEL INVENTION**.—Mr. Steve Willcock, well known to the Canadian jewelry trade, having for years carried on one of the largest wholesale jewelry businesses of the period, has just completed and patented a cheap and simple method of attaching Westminster Chimes to American clocks of any kind. As the cost will not exceed a couple of dollars at the most, it is evident that Mr. Willcock has thought out an invention which should be extensively used by clock manufacturers. From the sample of the invention submitted to the inspection of **THE TRADER**, we should say that it is a first-class thing and one which every buyer of a clock would desire if furnished at a reasonable price.

**BAD FOR NED HANLAN**.—Edward Hanlan, for many years the undisputed champion oarsman of the world, was greatly excited one day last week when he discovered that some thief had robbed him of his nobly earned and highly prized gold medal which Lord Dufferin had presented to him in honor of his victory over Courtney at Lachine, in 1878. The medal, with a number of other trophies, was on exhibition in a glass case at Hotel Hanlan at the Island, and must have been stolen during the night. The wonder is that the thief did not steal the other valuables. Mr. Hanlan reported his loss to the city detectives, who are making every effort to recover the treasure. If any jeweler gets his eye on this valuable trophy he will do Mr. Hanlan a favor by holding on to it until he can be heard from.

**TORONTO POST OFFICE**.—The use a people make of their postal facilities is generally accepted as a pretty good indication of their intellectual and business activity. Measured by this standard, Toronto shows up very well as the following official report will show. The increase in postage stamps sold in this city during the first half year of 1890 amounts in money value to \$13,197, the figures being \$130,442 for the first half of 1889 and \$172,639 for the corresponding period of 1890. The growth in all branches of the business done at the Toronto post office is proportionate. The sale of stamps only partially represents the volume of outgoing postal matter, as hundreds of remittances are every day made from country parts to the metropolis by postage stamps, which, of course, find their way into use.



# DO NOT BE DECEIVED

By the loud talk and profuse use of printers' ink  
concerning "Plated Seamless Wire."

Wire made with gold solder presents a

## PERFECT GOLD SURFACE

And is practically Seamless.

---

## THE IMPORTANT THING IS QUALITY.

*WHAT IS THE THICKNESS OF GOLD USED?*

*THAT IS WHAT CONCERNS THE CONSUMER.*

---

## QUALITY ASSURED, TROUBLE AVOIDED

If you use the

## R. F. S. & CO.

## ROLLED GOLD PLATED CHAINS.



HUGH J. WOODSIDE, of Portage la Prairie, Man., well-known to the jewelry trade of Canada as one of the brightest men in the craft, paid Toronto a friendly visit of exploration during the carnival week. He dropped in to see THE TRADER a couple of times, and we were delighted to have an opportunity of welcoming in person one from whom we had so often heard through the medium of the post office. Mr. Woodside has left the jewelry business and is now editing the *Manitoba Liberal*, which under his able management is fast taking rank as one of the most widely circulated and influential journals in the North-West. He expressed himself as not only surprised but charmed with Toronto, and thinks that next to the Portage it is the best city in Canada. He predicts splendid crops and a rushing trade for his Province this year.

THEY GOT HIM.—A man by the name of John M. Williams was arrested last month by the Toronto detectives on a charge of bringing stolen jewelry into Canada. Several watches and other jewelry was found in his possession which he claimed was purchased in the ordinary way in St. Louis, Mo., U. S., and he was remanded by the magistrate until our police could communicate with the St. Louis authorities and learn if his claim was true. The information which came substantiated what he said, and he was accordingly honorably discharged. The customs authorities talked at one time during his detention of seizing his goods for smuggling, but as it appeared that he came across the border at Windsor carrying his valise in his hand without any attempt whatever on his part to evade the authorities, they finally decided to let him slide. He slid accordingly.

OUR OPTICAL DEPARTMENT.—For the benefit of our many readers who are engaged in the optical business in addition to their regular jewelry trade, we have opened an Optical Department in THE TRADER under the efficient management of Dr. John S. Owen, eye and ear specialist of Detroit, Mich., U. S. Mr. Owen is one of the ablest writers on this subject in the United States, and it is his purpose to touch from time to time upon general optics and its application to the opera, field, and marine glass, telescopes, microscopes, as well as the subject of ocular refraction, in order that retail jewelers dealing in such goods may obtain an intelligent knowledge of the whole subject. Our readers interested in such things will do well to look carefully through this department every month, as it will be found not only interesting but instructive.

THEY HAD A JAG ON.—Dominion Day in Tilsonburg appears to have been celebrated by one of the old time celebrations, if we may judge by the account of the day's doings in the *Observer*. Amongst other features it says, "The neighborhood of H. Connolly's jewelry store was thronged by a great crowd which found great enjoyment in watching the arrival and unloading of the "biggest loads" which were competing for the special prize offered by Mr. Connolly. The prize was awarded to Mr. G. W. Renson, of Middleton, who brought in forty-eight visitors on a single wagon. The load, was photographed in front of Pollard's gallery and made a trip up the street cheering and waving flags. It is said that a load started from Langton which numbered over one hundred people, including a brass band. The load was being drawn by seven teams, but met with a mishap which prevented its putting in an appearance.

THE WATCH CASE SITUATION has become embarrassing, so says the *Guide*, and being in the confidence of the great catalogue watch and gun house it ought to speak as one having authority. As the chosen organ of the Charles Stark Co., who, while selling watches to the public at the retail jeweler's cost, are desirous of disposing of their surplus product of watch cases to these same jewelers under the name of The Toronto Watch Case Company, the *Guide* is certainly in a position to know just how embarrassing the situation really has become. If a reduction in the price of watch cases, such as will enable the retail jewelers to compete on anything like fair terms with the catalogue watch and gun company which seeks to monopolize the business is embarrassing to the trade, we must confess to be considerably astray in our diagnosis of the case. From what we can learn from our many retail correspondents in various sections of Canada, it is not the retail jewelers who are doing the squealing just now.

THE RIGHT RING.—The following extract from a recent editorial utterance of *Le Monde* is so well timed and to the point that we com-

mend it to the notice of every one of our readers. In refuting the idea that our French-Canadian brethren are disloyal to Canadian sentiment and nationality, it says: "Of course our provincial institutions are dear to us all, and the solemnity of St. Jean Baptiste is for French-Canadians a glorious occasion to perpetuate the memories of the past, but we must not forget that to-day the flag of our country waves from the Atlantic to the Pacific, and is venerated with enthusiasm from the American frontier to the North Pole. If the standard of Canada floats to-day over a country sufficiently vast to contain 100,000,000 souls, and able to grant liberty to them all, it is to the fathers of the Confederation that we owe it all. Let us continue therefore to celebrate each in our own way, our particular anniversaries with all the old time enthusiasm. This fires the heart, animates our courage, and creates a healthy emulation amongst the different races of Canada, but on July 1 all who live on Canadian soil should unite in one national sentiment and fervently ask God to continue the favors that have been unceasingly accorded to the citizens of our beloved Canada. 'Vive la Canada!'"

IS THIS PROFESSIONAL?—Finding that its editorial attacks on THE TRADER and its editor were likely to prove a boomerang, the *Guide* has broken out in a fresh place and in its last issue prints a two page advertisement of the Charles Stark Co., doing business under the name of The Toronto Watch Case Co., full of personal abuse of the editor of this journal and the American Watch Case Co. of Toronto. If the Charles Stark Co. think that by any such silly twaddle they can hoodwink the retail jewelers of Canada, we can tell them right here that they have mistaken the men. Above the signature of the *Guide's* editor and manager, in every issue we find this announcement: "No advertisements but those of a reputable character will be inserted." If such advertisements as the one mentioned above are reputable, we would respectfully ask the mercantile purist who edits the *Guide*, how much billingsgate an advertisement must contain before it will be classed by him as disreputable. Surely the gentleman whose high sense of morality and honor compelled him to attack the veracity of an ordinary business advertisement in a contemporary, but who could admit such a disreputable effusion into the columns of his own journal, would furnish a very good example of the man who would "strain at a gnat, but swallow a camel" when it paid him to do so.

A COOL PIECE OF BUSINESS.—One of the most audacious attempts at personation that we have ever been called upon to record took place last month at Springhill, Nova Scotia. It appears that Mr. Geo. L. Moss, jeweler, of Springhill, having purchased the stock of Messrs. Warmunde, at Amherst, N. S., decided to sell out his interest in the former place and made arrangements with Levy & Michaels, of Halifax, to that effect, and the latter firm were to send a Mr. Anderson to fix the transfer. Harry E. Anderson, of Sackville, N. B., by some means heard of this and presented himself to Mr. Moss as the genuine Anderson, when he was at once given possession of the store, and proceeded to take stock of the goods. Anderson then modestly intimated that he was about to be married, but an expected check had not come to hand, and asked Mr. Moss to oblige him with money. As Levy & Michaels had written that their Anderson was perfectly reliable and that they would be responsible for all debts contracted by him, Mr. Moss gave him the money he required, and also got him the necessary outfit for the ceremony. Anderson was to marry Miss Dobson of Sackville, whose friends had repeatedly warned her of his character, but in spite of all remonstrance, they drove to Amherst and were married, returning that night. Moss had written Levy & Michaels of the arrival of Anderson, and when he reached Springhill, found a telegram advising him that there was some mistake as their Mr. Anderson was still in Halifax. Mr. Moss immediately had the bogus man placed under arrest and on the day following his wedding, he was lodged in Amherst jail on the charge of obtaining money under false pretenses. Besides the money obtained, Mr. Moss says that he has lost several valuable pieces of jewelry.

A MEAN COMPETITOR.—The jewelry trade in the United States is highly excited over the action of the *New York World*, which newspaper, in order to boom itself and its circulation, has conceived and put into execution the brilliant idea of selling American watches to the public at the actual cost price that the retail jewelry trade of the U. S. has to



## NEW GOODS JUST ARRIVED.



Latest

Novelties in

American Jewelry  
and Solid Gold Rings

Beautiful Designs and large Variety.

Ingraham Walnut Clocks

NICKEL ALARMS. CLOSE PRICES.

Waltham and Standard  
Watch Movements.

Canadian Gold-Filled  
Silver Cases,

Watch  
Materials

etc.

**A.C. ANDERSON & Co**  
WHOLESALE JEWELLERS

16 WELLINGTON ST. EAST TORONTO.



pay for them. The worst feature of this most contemptible piece of business is the fact that the *World* uses its columns to show up the exact cost of every grade of American watch to the jewelry trade, and plainly states that if any person can get the local jeweler where he resides to be fool enough to sell him goods at cost, their prices can be met, but if they don't want to give the retail jeweler any profit they had better order from the *World* direct. Now, everybody who has any idea of right can plainly see that the *World* is only enabled to sell watches at cost because it makes a living profit out of its own legitimate business, viz., that of printing and publishing a newspaper. If, like the retail jewelers, it had to sell watches for a living it could not afford to sell them at any less profit than the jeweler does. So far as we are aware the retail jeweler, either in the U. S. or Canada, does not make an exorbitant profit on the watches he sells. There is no combination amongst them, nor have they a monopoly of the business in any way. On the contrary, the crowded state of the trade, and the competition from the large catalogue houses who seek by quoting very close prices to take away the small retailers trade and centre it in their own establishment, has cut the profit on watches down to a very close margin indeed. That this is so, may be inferred from the fact that there has never been any complaint from the public about the price they have been paying for their watches to the jewelers. Under these circumstances the action of the *World* in trying to take the bread out of the mouths of 20,000 retail jewelers of the U. S. for a purely selfish motive, is a particularly contemptible piece of business, and we do not wonder that the trade in that country are up in arms about it. Their action is not a good business move, for it will antagonize at least 20,000 jewelers and their friends, who will work tooth and nail against it, and it certainly does not have any savor of the "live and let live" principle which should animate those who try to hold themselves up as the moulders of public opinion. The matter has now resolved itself into a straight fight between the *World* on the one hand and the watch manufacturers and jobbing and retail jewelers on the other. The leading manufacturers have notified the wholesale trade that anyone detected in selling the *World* watch movements or cases shall be promptly cut off by them and refused their goods hereafter. This action will probably bring the matter to a focus, for it is evident that if their source of supply is really cut off, the *World* people will find it difficult to carry out the promises they have been making. We look in the near future to see the *World* back gracefully down from its present position, or else if it is bound to pursue its new calling, to start up a watch movement and case factory of its own. We have heard of such things having been done before, and history sometimes repeats itself.

**PREPARING FOR BUSINESS.**—During a visit to the Goldsmith's Stock Co.'s warehouse last week, we were surprised to observe the large quantities of rolled plate, silver and gold jewelry that was being marked off by Manager Barr and his assistants. In answer to our enquiry, Mr. Barr stated that their buyers had thoroughly ransacked the markets of Europe and America this season for goods, and that their Company had never before had so many novelties for the trade to select from. They had made big preparations for the fall trade, and fully expected it to show a large increase over that of last year. In anticipation of a rise in all kinds of silver goods they had laid in a large stock of staple and fancy articles, and were prepared to place them with the trade on reasonable terms.

## WORKSHOP NOTES.

**TO TAKE SPOTS FROM GILDING.**—Boil common alum in soft pure water, and immerse the article in the solution, or rub the spot with it, and dry with sawdust.

**POLISHING AGENT.**—Crocus, dried and powdered, when applied with chamois leather to nickel-plated goods, will restore their brilliancy without injuring their surface.

**TO PART LEAD FROM GOLD.**—A correspondent desires to know how to part lead from gold. As lead melts at 617° F., and gold at 2,000° F., melting the lead and recovering the gold would be about the most convenient and quickest method.

**TO REMOVE GOLD.**—Gold is taken from the surface of silver by

spreading over it a paste consisting of pulverized sal-ammoniac with aquafortis, and heating till the matter smokes and is nearly dry. The gold may then be separated by rubbing with a scratch brush.

**TO CLEAN GILT SURFACES.**—Gilt metallic surfaces are best cleaned with a solution of 30 grams (19 dwts., 7 grains) borax, 1 kilogram (35 ounces avoirdupois weight) water; rub the surface gently with this, rinse in cold water, and dry with a soft linen rag. Picture frames only bear cold water.

**BLUE GOLD.**—Blue gold is difficult to repair at all times. It has, however, a very pleasing effect, when used in conjunction with other shades of colored gold in the formation of artistic work. Blue gold is a mixture of iron and gold. The formula for 18 karat is as follows: Gold fine, 15 dwts.; iron, charcoal 5 dwts.

## OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

**FOR SALE.**—A full set of watchmakers' tools and Felt's Portable bench, all in good order and will be sold cheap either in lots or all together. Address, J. BALL, Hanover, Ont.

**FIRST-CLASS WATCHMAKER** open for engagement with a firm who is willing to pay A 1 wages for first-class work. Address "PIVOT," Box 796, care of TRADER PUB. CO., Toronto.

**SAFES.**—Second hand, good as new, very cheap. Fire-proof, 42 in high, 33½ wide, 27 deep, price \$70. Burglar and fire-proof, 47 x 33½ x 30, price \$225. Burglar and fire-proof, 61 x 50 x 35½, price \$500. 10% for cash. All with the latest improvements. A. C. ANDERSON & Co., Toronto.

**SITUATION WANTED.**—Watchmaker with five years' experience in a first-class city shop desires situation. Has a complete kit of tools, including an American lathe and attachments. Address, B. I. Z., care of TRADER PUB. CO., Toronto.

**SITUATION WANTED** by young man 21 years of age, to work under instructions in good shop. Good salesman and book-keeper. Address, Lock Box 303, Creemore, Ont.

**WANTED** a job with a good jewelry house to travel on the road. Twenty-five years' experience in the jewelry business. Western part of Canada preferred. Address, N. S., care of TRADER PUB. CO., Toronto, Ont.

**WANTED TO PURCHASE** good paying jewelry business in growing town. Correspondence strictly confidential. Apply JEWELRY, care of TRADER, Toronto, Ont.

**WANTED A SITUATION** with chance to improve by young man 20 years of age, can do all ordinary clock, also some watch and jewelry repairing. Can furnish the best of references. H. J. McNAUGHTON, Brussels, Ont.

**WATCHMAKER** wants a situation, 11 years' experience. A 1 References. Good kit of tools, and of good habits. Address, "WATCHMAKER," care of White Lime Co., Guelph, Ont.

**WATCHMAKER**, 8 years' experience, 23 years old, speaking French and English, and able to attend customers, wants situation. First-class references. EUGENE MARCHAND, Box 124, St. Jerome, Que.

**WORKING JEWELER** wanted for British Columbia. Steady job to reliable man. Apply F. CRAKE, New Westminster, B. C., or A. C. ANDERSON & Co., Toronto.

**WANTED A SITUATION** as watchmaker by a first man, capable of doing first-class work, (married). Apply stating salary to A. T. CHARLEMAN, 362 Main St., Buffalo, N. Y., U. S.

**WANTED** a position to take charge of optical department with some good house, can fit all cases and am a graduate of Chicago Ophthalmic College. Address Box 652, Thorold, Ont.

**WANTED** a young man to repair clocks and serve in the store. One willing to make himself useful required. Box 1883, Montreal.

**WANTED SITUATION** as watchmaker, has good set of tools and have good experience at bench and counter. Address, WATSON MAKER, 281 Eglinton Avenue, Toronto.

**WATCHMAKER** can secure first class chance to learn the whole sale jewelry business. Give all particulars as to salary, references, etc. XYZ TRADER.



A. M. BROCK,

IMPORTER OF

WATCHMAKERS'

AND

JEWELERS'

MATERIALS.

KINGSTON, - - - ONT.

JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

J. S. MURRAY & CO.

GENERAL AND ORNAMENTAL

ENGRAVERS,

ROOM 58,

YONGE STREET ARCADE, - TORONTO.

## DETROIT OPTICAL INSTITUTE.

A PRIVATE SCHOOL OF PRACTICE.

Instruction on the Eye.

Visual defects and their correction.

Manipulation of Trial Lenses, Ophthalmoscope, etc., etc.

*Students continue practice until confidence and ability assured.*

FOR PARTICULARS ADDRESS

**JOHN S. OWEN, M.D.,**

142 West High St., - DETROIT, MICH.

LOOK AT THESE PRICES FOR

WATCH REPAIRING FOR THE TRADE.

|                                        |        |
|----------------------------------------|--------|
| BALANCE STAFFS, . . . . .              | \$1.00 |
| CYLINDERS, . . . . .                   | 1.00   |
| HOLE JEWELS, ordinary, . . . . .       | .50    |
| LEVERS, . . . . .                      | 1.00   |
| LEVERS, straight line, . . . . .       | 1.50   |
| DIALS, plain, . . . . .                | 1.00   |
| DIALS, with seconds, . . . . .         | 1.25   |
| PALLETS, Swiss or English, . . . . .   | 1.00   |
| PINIONS, ordinary, . . . . .           | 1.00   |
| PIVOTS, where piece permits, . . . . . | .50    |
| HAIR SPRINGS, flat, . . . . .          | .75    |
| HAIR SPRINGS, Breguet, . . . . .       | 1.50   |

10% discount when cash accompanies order, and I will prepay return postage. Save time by sending your work to

**BILLINGS, the Watchmaker,**

208 Dundas Street, - - LONDON, ONT.



## WISE AND OTHERWISE.

JAMES—Is Miss Knowitall a graduate of Vassar? William—She is. "I thought she was. I heard her ask if the muzzle of a gun was to prevent it going off."

MISS HONEYCOMB—"I have made a vow that I will never kiss a man that has the taste of whisky upon his lips." Peggy McQuiskie—"Then, my hinny, ye'll miss a trate."

A SIGHT for Gods and Men.—Judge—And so he called you a liar? Prisoner—He did, sor. Judge—And did you attempt to defend yourself? Prisoner—Did I, you ought to see Duffy.

MR. DASHLEY—"Here's an advertisement of 'Novelties in Pocketbooks.' I wonder what they are like?" Mrs. Dashley—"A pleasing novelty in my pocketbook would be a \$20.00 bill."

MUSICAL HOSTESS—Would you not like a gavotte now, Mr. Wildwest? Mr. Wildwest—Thank you, no. I don't care much for those foreign dishes. A plain ham sandwich is good enough for me.

A MAN'S capacity for endurance in some respects changes after marriage. The lover that never grumbled at holding a 130 pound girl for hours' grumbles if he has to hold a ten pound baby two minutes.

HOUSTON (of Texas)—"I've finally settled that \$500 I've owed Hank Jones for so long." Mrs. Houston—"I'm so glad. But where did you get the money?" Mr. Houston—"Didn't have no money. I just shot Jones."

A WOMAN is never so badly in love that she does not try to find out the cost of her engagement ring.

TEACHER—Bobby, what does lazy mean? Bobby—Lazy means always to want your little sister to get it for you.

MAN with watch (handing it over)—"It hasn't been three weeks since you cleaned and overhauled this watch, and its out of order again. It won't go." Watchmaker (examining it, winding it up and handing it back)—"That is all it needed." Man with watch goes away in a towering rage and watchmaker has lost a customer.

SHE—It will be a pleasure for me to share your troubles and anxieties. He—But I haven't any. She—Oh, you will have when we are married.

YET—I understand Miss Makeup made her debut the other evening? Crimsonbeak—Yes: I attended the theatre that night. Yeast—Was it a finished performance? Crimsonbeak—Yes, as far as Miss Makeup was concerned. It finished her.

CLERK—How did that moth mixture go that I sold you the other day, sir? Customer—Like hot cakes. The moths won't eat anything else.

POLICE JUSTICE (to tramp)—"Take off your hat in court." Tramp—"What's the use in being ceremonious, judge? We have both been here before many a time."

MARKS of Civilization—Telegraph poles are getting to be so close together in cities that there is no longer much excuse for a drunken man falling down.

BENEVOLENT Party—My man, don't you think fishing is cruel sport? Fisherman—Cruel? Well, I should say so. I have sat here six hours and have not had a bite, been nearly eaten up with mosquitoes, and the sun has parboiled the back of my neck.

FIRST burglar—"I've got a scheme." Second burglar—"What is it?" "We'll form an unlimited burglin' Company an' get a charter from the state of Louisiana." "But we can't offer \$1,250,000 for the privilege." "We couldn't pay it cash down, of course, but we might offer to let the state go halves."

HOSTESS (to young Spriggins, M.D.)—"Dr. Spriggins, will you have some of the tongue?" Dr. Spriggins (absent-mindedly)—"Oh-er—let me look at it please."

IN July the sun is about 94,000,000 miles away from the earth. There have been times during the week when New Yorkers have thought it was about two blocks off.

MRS. Noorich goes into Art. "Is this Mr. Mize?" "Yes, madam." "The painter of miniatures?" "Yes, madam." "What'll you charge to paint a life-size miniature of my daughter?"

A DEADLOCK.—"Hay fever," said the moderator at the influenza convention, "may be likened to a tie vote." "Hear, hear!" cried the audience. "The eyes and nose both appear to have it."

OVERHEARD by the Errand-boy.—Mistress (recently "elevated")—Oh, Marie! Maid—Yes, ma'am. Mistress—Don't forget to order in some pink afternoon tea from the grocer's. I hear its all the rage in high society!

CONCISE History of Louisiana.—Ceded to Spain in 1762, ceded back to France in 1803, sold to the United States in 1803, admitted to the Union in 1812, and purchased by the Louisiana Lottery Company in 1890.

STANLEY was married Saturday. That is the end of his bachelor roamings. The next time he goes exploring in Africa he will have to carry a trunk.

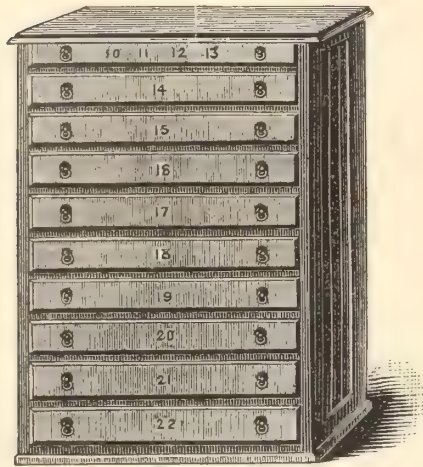
### HE DIDN'T WANT THAT KIND.



ONE OF THE FINEST. (To pennyweight, who has just a-ud to see one bracelet.) "Here's a pair, sir; the finest made and warranted to fit you." (To the watch.)

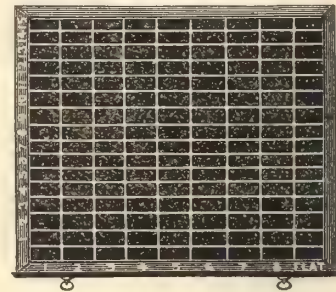


# WATCH GLASS CABINETS.



FRONT VIEW.

GLASSES STAND ON EDGE.



DRAWER SHOWING DIVISIONS.

**N**OW is the season to assort your WATCH GLASSES and make out your order for us. Remember we have every size and carry a full stock of

LUNETTE,

GENEVA 16th,

MICONCAVE,

THIN FLAT,

and PATENT GENEVA GLASSES.

## *OUR STOCK OF CLOCKS*

and other merchandise for fall trade is daily coming to hand and is more complete than ever.

**E. & A. GUNTHER,**  
**TORONTO.**





# SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

—Artistic and Useful Hollow Ware.—

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

**OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.**

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.



Every Piece is Stamped Thus.

TRADE MARK FOR



HOLLOW WARE.

All our Flat-Ware bears this Trade Mark

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN  
**EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.**

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

**FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.**





**18 Size, Gilt.**—No. 20, Hunting, or No. 90, Open Face, pendant set, 7 jewels, tempered hair spring, sunk seconds dial.



**18 Size, Gilt.**—No. 21, Hunting, or No. 91, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



**18 Size, Nickel.**—No. 22, Hunting, or No. 92, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



**18 Size Gilt.**—No. 32, Hunting, or No. 93, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



**18 Size, Nickel.**—No. 33, Hunting, or No. 94, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



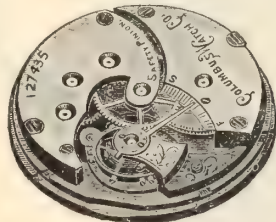
**16 Size, Gilt.**—No. 41, Hunting, or No. 81, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



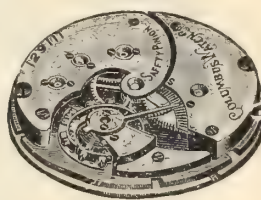
**16 Size, Nickel.**—No. 43, Hunting, or No. 83, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



**16 Size, Nickel.**—No. 46, Hunting, or No. 86, Open Face, pendant set, 15 jewels, adjusted, Breguet hair spring, patent regulator, double sunk dial, jewels in red gold settings.



**6 Size, Gilt.**—No. 51, 11 jewels, 4 upper holes jewelled, tempered hair spring, sunk seconds dial.



**6 Size, Nickel.**—No. 55, 15 jewels, adjusted, jewels set in red gold settings, tempered hair spring, sunk seconds dial.

Also No. 50, 6 Size, 7 jewels, tempered hair spring, sunk seconds dial.



**18 Size, Nickel.**—No. 34, Hunting, or No. 95, Open Face, pendant set, 15 jewels, adjusted; jewels set in gold, Breguet hair spring, sunk seconds dial.



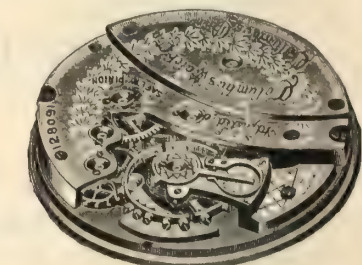
**18 Size, Nickel.**—No. 27, Hunting, or No. 97, Open Face, pendant set, 16 jewels, adjusted, extra centre jewels, Breguet hair spring, patent regulator, double sunk dial, jewels set in red gold settings.

Also

**18 Size, Nickel.**—No. 28, Hunting, or No. 98, Open Face, pendant set, 16 jewels, adjusted, jewels set in red gold settings, extra centre jewels, Breguet hair spring, double sunk dial, patent regulator damaskeened in gold and nickel.



**18 Size, Nickel.**—No. 18, Hunting or No. 99, Open Face, pendant set, 16 jewels, adjusted to position, isochronism and temperature, finest rubies set in raised gold settings, extra large ruby centre jewel, Breguet hair spring, double sunk dial, patent regulator, damaskeened in gold and nickel.



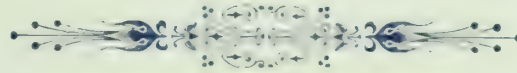
**16 Size, Nickel.**—No. 47, Hunting, or No. 87, Open Face, pendant set, 16 jewels, adjusted extra centre jewel, Breguet hair spring, patent regulator and sunk dial, jewels in gold settings.

**FOR SALE BY**  
**H. ELLIS,**  
 14 WELLINGTON ST. W., TORONTO,  
 IMPORTER OF  
**WATCHES, JEWELRY**  
 WATCH & CLOCK MATERIALS, TOOLS, &c.  
 A FULL STOCK OF COLUMBUS MOVEMENTS  
 CONSTANTLY ON HAND.





# A CASE YOU CAN SWEAR BY



**T**HE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of GOLD FILLED WATCH CASES.

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to swear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can "swear by."



# THE GOLDSMITHS' STOCK COMPANY OF CANADA, (LIMITED)

48 YONGE STREET, - - - - - TORONTO, ONT.

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## *ANSONIA CLOCKS.*



**GOLD AND SILVER HEAD CANES AND UMBRELLAS.  
GOLD PENCILS AND PENS.  
SILVER AND GOLD THIMBLES.**



## *WATCHES.*



**ENGLISH GOLD AND SILVER JEWELRY.  
AMERICAN ROLL PLATE JEWELRY.  
DOMESTIC GOLD AND SILVER GOODS.**



Close Prices and Short Credits.



Prompt and intelligent attention given to Mail orders.





# T. H. LEE & SON.

OUR NOVELTIES FOR THIS SEASON are unsurpassed, and with  
our LARGE STOCK of

American Movements, Gold, Silver and Filled Cases,

WITH A FULL ASSORTMENT OF

SWISS WATCHES, REPEATERS AND CHRONOGRAPHS,

Makes a **SPLENDID VARIETY** to Select from.

*Our Specialty: **DIAMOND** and other **GEM RINGS.***

## T. H. LEE & SON,

**WHOLESALE JEWELERS,**

**1 WELLINGTON ST. EAST, - TORONTO.**





**P.W. ELLIS & CO.**

31 WELLINGTON ST. E., - TORONTO.

---

**SEEING IS BELIEVING.**

We invite our customers visiting the  
city during the Exhibition

**TO CALL AND SEE**

Our Enormous Stock, Extensive Sales-  
rooms, and Large Factory, then we  
think they will

**BELIEVE**

We are headquarters for every important  
staple in the business.

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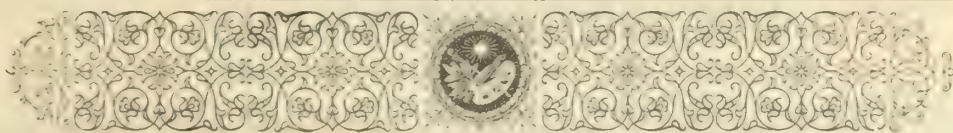
See our Material Department ad. Page 30.





# The Goldsmiths' Stock Company of Canada.

(LIMITED).

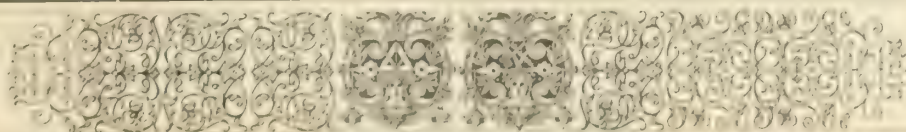


## EXHIBITION MONTH.

○UR Stock for the Fall Trade is now Complete in every Department, and we ask the careful attention of the Jewelry Trade of the Dominion to the List of the various Lines enumerated on the following pages, showing the extensive character of our assortment.

These goods have been bought for Cash by buyers well acquainted with the requirements of the trade and the sources of supply both in the American and European Markets.

Customers visiting the Industrial Exhibition are invited to make our warehouse their headquarters. Desk room will be cheerfully provided for any who require it, and enclosures will be cared for or forwarded with despatch.





# WATCH DEPARTMENT.

## FILLED CASES.

**P**RICES in these goods we cut close. Our assortment includes all desirable lines. They are fitted with Gold Bows, an essential feature, and our desire is to put in the hands of the Retailer such goods alone as will be satisfactory to the consumer. Do not destroy confidence in a really meritorious article by handling any lines that are not made by thoroughly responsible and reputable manufacturers. We have some Nobby Patterns in Ladies' Goods.



## GOLD CASES.

See our Embossed Pattern. This is the Richest and most Artistic Design in the Market. Made in all sizes.

A Large Assortment of Fine Engraved Ladies' Cases, and Heavy Weights in Gents' Presentation Goods.

Prices in these are so low that any dealer can afford to carry a fair stock.



## SWISS WATCHES.

Special Value in Silver Chatelaines and Ladies' Hunters, also a few very nice goods for fine trade.

## LADIES' AMERICAN GOLD WATCHES.

Several hundred Choice Engraved Goods at a Specially Attractive Price. Write for a few on approval.

## MOVEMENTS.

The Regular American Goods with a few desirable lines of Swiss.

The Goldsmiths' Stock Company of Canada, Limited.





# ANSONIA CLOCK DEPARTMENT.

## NICKELS.

Prices as favorable as usual.



## NOVELTIES.

Many New and Saleable Goods.



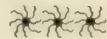
## ENAMELLED IRON.

Lower in price, superior in finish, and more artistic in design than any Fancy Mantel Goods in the Market. See the new Patterns in Pillar Designs.



## WALNUTS.

One Day and Eight Day Specials, at prices as low as any offered.



## PRESENTATION CLOCKS.

Some elegant Silver Finish Goods. The newest and handsomest style of Clock Decoration yet produced; also a few fine things in Oak, with Antique Brass Trimmings.

Remember that Ansonia Clocks for quality of material, beauty of design and mechanical construction are unexcelled. A merchant can work up a more permanent and profitable trade by steadily pushing Ansonia than handling a mixed line of goods.

We are the Canadian Agents.



## *JEWELRY DEPARTMENT.*



### ENGLISH GOLD GOODS.

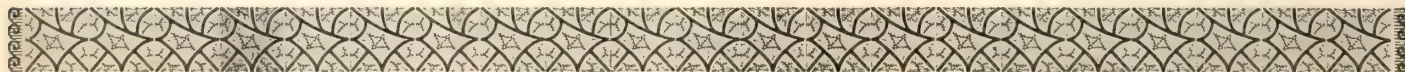
Our importation of Gem Rings is the choicest we have hitherto made ; they are superior to domestic productions in style and finish, and, where fine workmanship is prominent, in value. The assortment was selected from the best manufacturers of Birmingham, and in the highest degree merits your careful inspection.

A very complete range of LADIES' VICTORIAS, BRACELETS, BROOCHES, &c., in the latest designs.



### ENGLISH SILVER GOODS.

BROOCHES, DROPS, BAR PINS, BANGLES in endless variety.



### AMERICAN JEWELRY.

We show, we think, without exaggeration, the most extensive assortment in Canada, novelty after novelty in every class of goods. We recognize fully that this is a very important department and have supplied it most liberally with the freshest goods obtainable.

Our 14k MALTESE CROSS ROLL PLATE CHAIN still leads the market in value, and our assortment of one hundred patterns gives the most critical, abundant choice.

We show Three Hundred Designs in BROOCHES, representing thoroughly all grades.

One Hundred Patterns of LADIES' VICTORIAS with the newest and nobbiest Moonstone and Rosaline set charms in heart shapes, etc. Altogether the completeness of this department in every detail has only been accomplished by the closest attention to the growing demand for this class of goods.



LOOK CAREFULLY THROUGH OUR TRAVELLERS' SAMPLES.

The Goldsmiths' Stock Company of Canada, Limited.





# MERIDEN BRITANNIA CO'Y

**FINEST QUALITY**

## ARTISTIC, GOLD & SILVER PLATE.



TRADE



MARK

For Hollow Ware

TRADE MARK

1847, ROGERS BROS., A1

OR

1847, ROGERS BROS., XII.

For Genuine Rogers Goods.

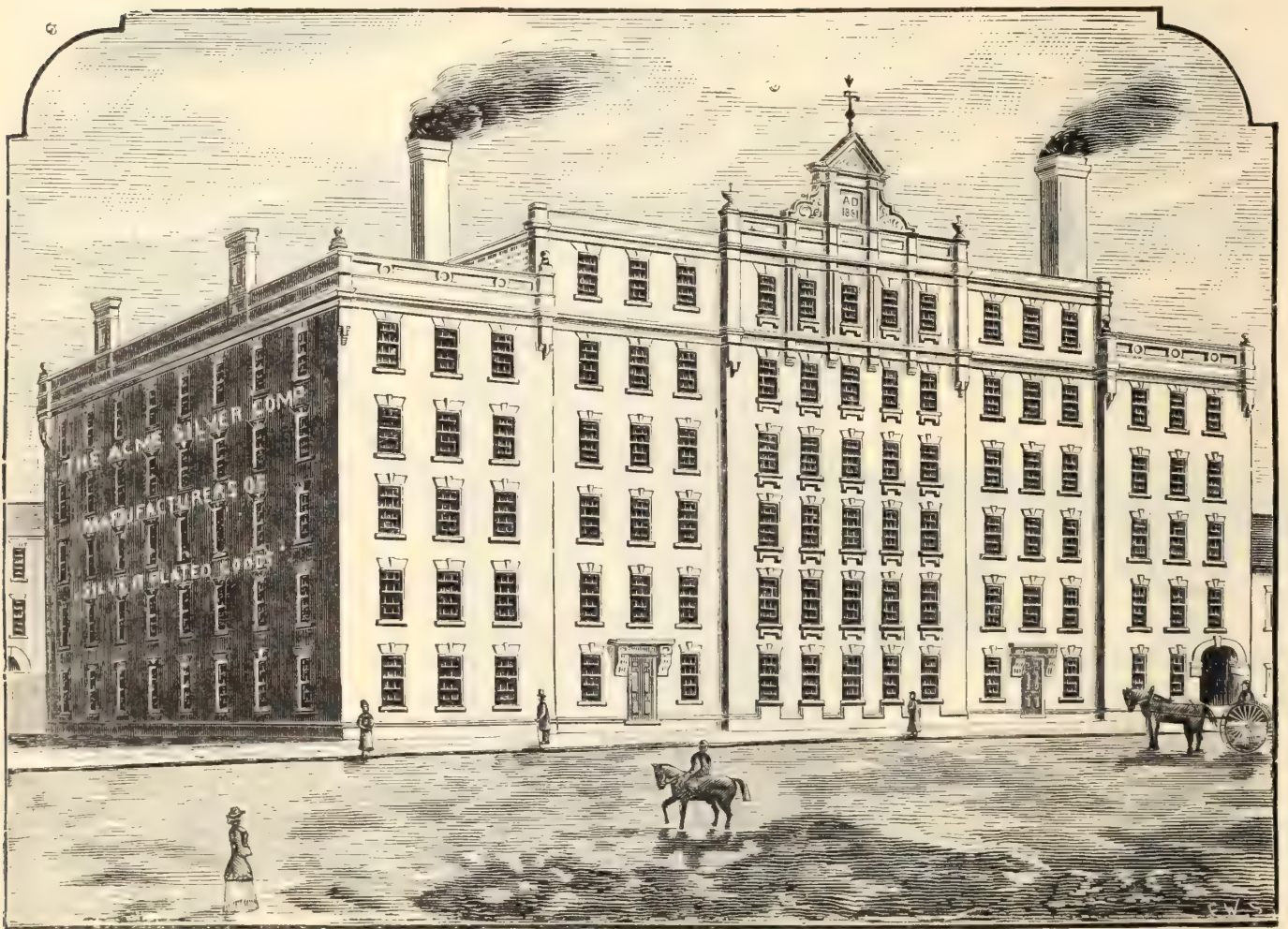
NO. 85. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories : Meriden, Conn., U. S., and Hamilton, Ont., Canada.



# OUR \* NEW \* FACTORY

The Largest Silver Plate Factory in Canada and  
the Third Largest on this Continent.



*We expect to occupy the above Building in July.*

# THE ACME SILVER COMPANY,

TORONTO.





TORONTO, ONT., SEPTEMBER, 1890.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in Jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

67 ADELAIDE ST. W., TORONTO, ONT.

### SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

## EDITORIAL.

### THE OUTLOOK.

**T**HE business outlook has improved considerably, since our last issue, mainly on account of the crops in many sections turning out better than was anticipated, and the steady advance in the prices of nearly all agricultural products.

The prospects are now excellent for a first class fall trade, and there is a strong probability that the improvement will continue for a year to come.

Wholesale men generally find a great improvement in business, and while, as a rule, there is less speculative buying on the part of the retail trade than there was a year ago, the volume of actual business is considerably greater than at the same season last year.

In view of the continued favorable outlook, we see no reason to change the opinion regarding trade expressed in these columns last month.

### OUR TWELFTH YEAR.

**W**ITH the present issue THE TRADER enters upon the twelfth year of its existence.

We do not propose to say very much in commemoration of this event, except that the past policy of improving our journal as fast as circumstances will permit, will be rigidly adhered to, and we trust that our advance towards the goal of perfection will be at least as rapid in the future as it has heretofore been.

Without any egotism, we think that THE TRADER has served the jewelry trade of Canada faithfully and well during the eleven years of its existence, and no other branch of business

that we know of in the Dominion has been better, if as well served in a journalistic way, by organs which cost their individual members from \$1.00 to \$2.00 a year, than our Canadian jewelers have by THE TRADER, free of all expense.

As our readers well know, we propose that every legitimate jeweler in Canada, from the Atlantic to the Pacific, shall have THE TRADER put into his hands, on the first day of every month, free of expense.

We have always, to the best of our ability, advocated what was to the interests of the trade so far as we knew, and we propose to continue the same course in the future.

THE TRADER has always aimed to be the organ of the entire jewelry trade, and it has never allowed itself to become the tool of any clique or faction in the business.

No matter how much any member of the craft differs from us, he can always be just as sure of space in our columns as if he was one of our warmest supporters.

We are thorough believers in ventilation, and if any of the ideas which we advocate are not tenable, we invite our readers to show the trade wherein they are in error.

In conclusion we ask the continued cordial co-operation and support of every one of our readers, in order to make THE TRADER not only the best trade paper in Canada, but if possible, the best in America.

If you know any item of news which you think would be of interest to the trade, you can help us materially by sending it along.

Don't hide your light under a bushel, but give your confreres in the craft a chance to see what you are doing and to learn your ideas on live trade topics.

### AN ADVANCE IN SILVER GOODS.

**A**S we predicted in our last issue, the advance in silver bullion, caused principally by the passage of the United States Silver Bill, has been so decided as to force the manufacturers of all kinds of sterling silver ware to advance the price of their goods.

A few months ago silver bullion could have been purchased in large quantities from the United States mint for about 92 cents per ounce. To day it has reached \$1.20 per ounce, an advance of 30 per cent. on the lowest figures. Even this does not show the extent of the rise, for it is expected by many well-informed people that it will reach \$1.29 before a halt is called in its upward tendency.

Be this as it may, the fact remains that it has already advanced high enough to work a serious revolution in every branch of manufacture using much of this precious metal.

To the maker of sterling flatware it means an increased cost of \$2.00 to \$3.00 on the material which goes into every dozen of tea spoons he makes, while the advance on dessert and table sizes would be from \$4.00 to \$8.00 according to their weight. In silver watch cases, this advance in bullion is a serious thing and means that the material in a 3 ounce case now costs the manufacturer at least 60 cents more than it did a few months ago, while on a 4 ounce case the rise amounts to over 90 cents, and so on in proportion as the weights increase.

Under these circumstances it is not to be wondered at, that a decided advance took place early last month in all lines of



# REMOVAL.

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## GEORGE CHILLAS,

IMPORTER OF

# WATCHES AND DIAMONDS

HAS REMOVED

From

18 Manning Arcade,

To

33 Wellington St. East,

**TORONTO.**

---

By the removal as above, I have gained larger quarters, more convenient location to the trade both in and out of the city.

I am in better shape to fill orders than ever before, having greatly increased my Stock, which is now complete for the Fall Trade.

I have some desirable lines to offer at special prices.

It will be worth your while to inspect my Stock when in the city before placing your orders.

---

## GEORGE CHILLAS,

# 33 Wellington Street East, - TORONTO.



silver watch cases, sterling silver flat ware and other silver goods where the value of the bullion used formed an important factor in their cost.

Whether this advance will be permanent remains to be seen, but it is hardly probable that there will be any change towards lower prices for a considerable time to come.

Our friends in the retail jewelry trade will be well advised, therefore, to at once advance the price of all the saleable silver goods they have in stock, for they may rest assured that they cannot replace them for anything like the same money.

### CANADIAN RETAILERS' ASSOCIATION.

**O**N more than one occasion we have pointed out that if the Canadian Retailers' Association is ever to amount to anything beyond a mere name, it should provide in some way for at least one meeting a year, at which the outside trade could have a chance to be represented.

So far as we can see, the best place for any such meeting is the City of Toronto, and the best time that during which our Industrial Exhibition is being held.

The time is particularly opportune, not only on account of the very low railway and steamboat fares, at which every jeweler who so desires can reach the city, but because, as a matter of fact, Toronto is during fair time crowded with retail jewelers from all parts of Canada.

It is for these reasons that we would urge the second week of the Exhibition as a most opportune time to get our Canadian Retail Jewelers together, and discuss in session some of the live questions that are of vital interest to the trade.

We are sure that the matter has only to be brought to the notice of the able President and Secretary of the old Association, in order to cause them to call such a meeting. What do you say, gentlemen?

### CANADA'S GREAT FAIR.

**T**HE Toronto Industrial Exhibition which will be held in this city, from the 8th to the 20th of September, promises to be the largest and best that the Association has ever held.

So far, the entries both in live stock, agricultural products, and manufactured goods, are considerably in excess of those of any former exhibition, and no doubt the quality will be fully up to their usual high standard of excellence.

Outside of the Exhibition proper, the management have provided a series of daily entertainments and amusements, which they confidently believe to be far ahead of any of their previous efforts in this direction. They aim to amuse, as well as to instruct the general public, and from the manner in which their athletic and other entertainments have been patronized heretofore, it is impossible to question the fact that they have pretty thoroughly gauged the public taste in this way.

We know that there are not wanting those who hold that all sorts of amusements should be rigidly excluded from exhibitions of this kind, but in spite of these objections, we cannot but confess to a weakness for amusement as well as instruction, and the success of Canada's great fair makes it plain that even our staid, solid friends from the rural districts, can see some

thing equally worth investigating in the programme of free amusements, as they can in the exhibits of live stock or mangel wurtzel. If success is the best test of fitness, the management will do well to go on in the line they have struck out for themselves.

To our friends in the jewelry trade, we may say that special rates will be made on all the railways during the continuance of the Exhibition, and they will have no better opportunity of making a personal visit to this market this year. The season is opportune. Our wholesale men have made large preparations for their reception, and are prepared to show them the newest and best goods in every line that the market of the world can furnish.

In our opinion it will pay any and every jeweler to make a personal investigation of this market at least once a year. Not only can they get new goods, but they can pick up new ideas which will be useful to them in their own business and well repay them for the money spent on the trip. Come and see us.

### COSMIC TIME.

**N**OT many people are aware that to a Canadian, Mr. Sandford Fleming, the eminent railway engineer of the Dominion Government, the world owes what is known as the cosmic system of time notation.

The fundamental idea of this system, as outlined by Mr. Fleming, in a paper read by him before the Canadian Institute in the winter of 1888-9, is the adoption by every country in the universe of the same meridian as a basis for the world's time. His proposal was that the 180th meridian from Greenwich, should be universally agreed upon as the common starting point in the system, but as this practically involved a recognition of the British standard of time notation, but few countries could be found unprejudiced enough to sink their feeling of perhaps pardonable national vanity and consent to substitute practically what would be a British starting point instead of one in their own country.

The Canadian Institute, recognizing the great importance of Mr. Fleming's scheme, entered heartily into his views, with the result that before many months had passed they had brought the subject prominently before the most influential scientific societies of Europe and America, as well as the respective governments of the countries to which they belonged.

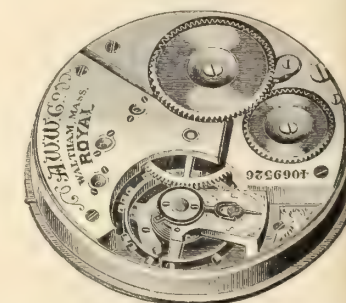
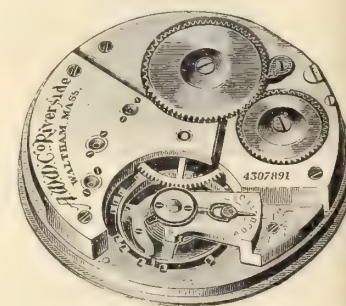
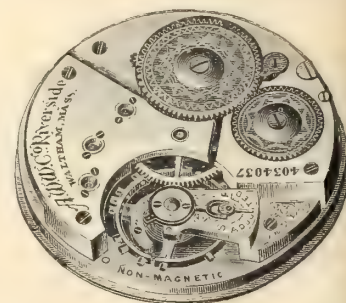
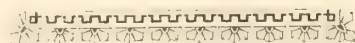
The system was endorsed by the International Geographical Congress held in Vienna, Austria, in 1881, at which meeting Canada was ably represented by Mr. Sandford Fleming. In the year 1884, representatives from all the principal countries in the world met at Washington, U. S., by special invitation, to discuss Mr. Fleming's system, and here again it received so thorough and unequivocal an endorsement as to put its ultimate success beyond a peradventure. Since that time it has also been practically adopted by the Prussian Government, who have fixed upon the 15th meridian east of Greenwich as the standard of time for that country, and now that they have done so, it is probable that other European countries will quickly follow in their wake.

Although the Canadian Pacific Railway was the first to adopt the twenty-four hour system of time notation on their





# WALTHAM O. F. 16 S. PENDANT SETTING WATCHES.



MANUFACTURED BY THE

## AMERICAN WALTHAM WATCH CO.

WALTHAM, - - MASS.

NOTE. For the convenience of the Canadian trade we have established a Branch Office at No. 181 St. James Street, Montreal. The goods will be, as heretofore, sold to Jobbers only.



time tables, it was not long before others followed suit, and it is highly probable that before another decade shall have passed over our heads, the twenty-four hour time tables and system of time belts will be the rule instead of the exception for the guidance of railway travellers the world over.

Indeed the advantages of this system were so apparent, that as far back as 1883 the railway companies of the United States and Canada convened a congress of practical railway men, and there and then inaugurated the system of dividing the northern half of the continent into time belts fifteen degrees apart, in each of which there should be only one common time instead of having the actual time change with every mile as had formerly been the case. This new order of time notation, although it somewhat disturbed the equilibrium of the days as compared with the old system, has proved itself so thoroughly practical, that it has now ceased to excite either comment or enquiry, and if our people ever think of it at all, it is to wonder why it was not adopted sooner.

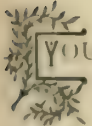
The advantages of the cosmic system, embracing as it now does, the time belt and twenty-four systems of notation, are so apparent as to make it highly probable that it will only be a question of time when it will be universally adopted. Any person who ever studied an old railway time table of twenty or even ten years ago, with its a.m.'s and p.m.'s, and its foot notes explaining that Montreal or New York time was half an hour faster than Toronto time and that you should govern yourself accordingly, (which meant that you should be on hand half an hour before the time specified on the time table), and compares it with our present half-way system, can see how great an advance we have made, and how much further we have to go before we will reap the full benefits of the common-sense twenty-four hour system of time notation.

It is said that the present *anti* and *post* meridian system of time notation causes the Western Union Telegraph Company of the United States to telegraph over one hundred and fifty millions of unnecessary letters every year, and there is also a corresponding waste of labor and money in every department of business from the same cause. The sooner, therefore, that the system in its entirety is adopted the better for the public in general and the jewelry trade in particular, who would then have the job of supplying twenty-four hour dials for all watches already in use, or furnishing new ones made specially in accord with the new system.

## CORRESPONDENCE.

### APPRECIATES A GOOD THING.

Editor TRADER—SIR:

OUR TRADER seems to get there, and it is no doubt carefully read by the trade. We were much pleased with the response to our special ad. in your July number, and were greatly surprised at the number of our customers who bought "*The Puck*." We have to thank THE TRADER as being the medium of reaching our trade this time as we traced these sales as the direct result of our TRADER ad. In some cases the page was cut out of THE TRADER and mailed to us.

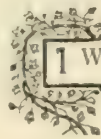
Yours truly,

Toronto, July 24, 1890.

E. & A. GUNTHER.

### YOU SHALL HAVE IT.

Editor TRADER—SIR:



I WOULD like to receive THE TRADER. As I have started business here, kindly oblige by sending me your valuable paper.

Yours,

Thedford, Ont., Aug. 13, 1890.

JOHN MUNNS.

### WITH PLEASURE.

Editor TRADER—SIR:



KINDLY place me on your list of jewelers to whom you send THE TRADER.

It is a very valuable help to any jeweler.

Yours truly,

W. T. LEWIS,

Jeweler.

Arkona, Aug. 20, 1890.

### WHAT IT IS WORTH.

Editor TRADER—SIR:



CAN you tell me what is the value of a "spade"—half guinea?

CHAS. P. MORGAN.

Truro, N S., Aug. 16, 1890.

ANSWER.—According to our Toronto brokers they are worth \$2.62½.—ED. TRADER.

### AS OTHERS SEE US.

Editor TRADER,—SIR:



THE retail jewelers of Canada owe you a debt which it will take them a long time to repay, for the able manner in which you have, during the past ten years, endeavored to reform the abuses which we all must admit have existed in the trade, as well as for supplying us free with a first-class trade journal, fully equal to any published in the States at \$2.00 per annum. For my own part, I would gladly pay you for your journal, as it has come to be so necessary for me now that \$10.00 a year would not make me do without it. However, as you don't take any pay for it, I tender you my thanks. Those articles of "*Excelsior's*" have been of great benefit to me, and I have picked up a good many wrinkles from their careful perusal. I am glad to see that you have added an optical department to your journal, under the direction of such a competent man as Dr. Owens seems to be. It will be very useful to me, I know, and I shall avail myself frequently (if you will allow me) of his knowledge about some bad eye cases which have puzzled me for some time past. Wishing you continued success,

I am, yours truly,

London, Aug. 20, 1890.

BALANCE.

[We are sure Dr. Owens will be only too glad to answer any queries that "Balance" or any other member of the craft may send him for solution. Send along your conundrums, gentlemen.—ED. TRADER.]



# ELGIN NATIONAL



*NEW ISSUE.*

**B. W. RAYMOND**

**NICKEL, OPEN FACE,**

**PENDANT SETTING.**



**UNEQUALLED FOR RAILROAD PURPOSES.**

**C**ORRESPONDING in quality and price with our Nickel Hunting B. W. Raymond movement. Delivery of above grade has already been made to the Jobbers, who will be pleased to supply the Trade.

*General Office, - 76 Monroe Street, Chicago.*

NEW YORK OFFICE, 11 JOHN STREET. FACTORIES, ELGIN, ILLINOIS.

# WATCH COMPANY



## OUR MONTREAL LETTER.

*From our Special Correspondent.*

**T**HE weather is hot. This is not intended exactly for news, though one hears it so often, it is a great pity that it is not—one thing, there is no doubt about its reliability, and it is always well to be reliable. THE TRADER is reliable, which is one of the reasons that it is regarded in this district as the guide, philosopher and friend of the trade.

But how is business with the jewelers? The countryman's opinion of the lecture about expresses it—Mark Twain, America's great—some say one thing and some another, hold to your own opinion, it don't matter—was billed to lecture in Boston, and a countryman went there specially to hear him. By mistake he got into the wrong hall and heard a lecture by Joseph Cook, under the impression that the lecturer was Twain. On reaching home he was accosted by a neighbor: "Will, Hiram, been to Boston?" "Yes." "Hear Twain?" "Yes, that's what I went for." "Funny?" "Y-e-s, but not so goll-darned funny." Business is that way—quiet, but not so awful quiet. The jewelers, with all other business men here, feel the effects of the efflux of the population to the country during the summer months. All who can go, must, and a great many can, not for a couple of weeks visiting, but the family make up their abode in the country for the season, either at a convenient distance so that the male portion can come in and out of the city each day for business, or at a more remote point, when the said male portion is left to take care of the house all by himself and generally do the best he can. Letters received from your city, describe it as just a lovely summer resort, so should Toronto be in any need of a first-class certificate in this respect, it could easily be secured from Montreal—of course, after that no one could possibly think of any jealousy at this end. It is doubtful if the presence of eastern people in Toronto will help your jewelers to any extent, they will scarcely see an improvement in the home display.

One of our young, handsome, and consequently gay wholesalers, appears to have "a pull" on a very large scale at a place by name, Notre Dame du Portage—just where Notre Dame du Portage is, I don't know, but it is somewhere, because he goes there, not once, but twice and perhaps three times all in the same season. The fish and fly stories are very very tall, with himself as the hero adorning the tale. The adornment is all right and he is a hero anywhere, but about the fish and the flies—your correspondent is young, and with youth is innocent, and he dislikes to even suspect. Can you, Mr. Editor, can anyone say, would a Montreal wholesale jeweler be likely to say more than enough even when fish, flies and himself, individually and collectively are the theme? If not, and you should desire a fishing ground where immense hauls can be made, the place is Notre Dame du Portage, but first enquire on St. James street for the best "holes."

The genial Canadian representative of the big Yankee watch company, is on the Maine coast, searching for main strength and catching cod-fish. The boats there are large, or his fish story would soon verify itself. He would be brought home

dead; the catch would swamp an ordinary boat sure. When telling his cod-fish experience he always remembers to explain about the boat.

A leading and popular jeweler does not require to go away off to fish, there is sport enough for him near home. He has his summer residence at a pretty spot on the St. Lawrence, and almost any evening his boat may be seen skimming the waves in true Hanlan-at-his-best style, himself and wife the occupants. Forgetting all about watches and jewelry, he is away for a two to three hour's fish. There is one thing about him, he is honest and catches—nothing,—his wife has all the luck.

To come back again to business, the absence of so many from the city is decidedly against trade, and is scarcely made up by the presence of American visitors and American cash, on the hunt for souvenirs and presents for their friends at home, brought all the way from Canada. When they are wise to discern there is no want of opportunities to buy specimens of genuine art and Canadian art too, but often, very often, their tastes lead them to select the stuff that has paid the legitimate duty. The blame attaches to them of course, not to the jeweler. He has the goods and it is his business to sell; besides, how does he know they are Americans on the search for the labors of Canadian artists and artisans; and further, an inadvertent remark by him might dispell some delightfully romantic vision and—"spoil" a sale. No, the buyer is to blame if any one is, he might take the jeweler into his confidence and tell the whole story, but he does not. Visitors to the city are now the favoring breeze, and our jewelers have all sails set, and magnificent sails they are. One would almost wonder how a better display could be made, but Montreal jewelers are alive to business and the wants of business, and any novelties the jobbers have to offer are readily bought.

Stocks in the wholesale houses are about complete, and the best that the Foreign, American or Domestic factories can produce are on show. Travellers are nearly all on the road, and better sales are reported than were anticipated. The lighter than usual spring purchases, together with confidence for the coming season, is the reason for this. The advance in silver cases has made considerable of a flurry in these lines, but many in the trade, trusting to luck and competition to keep old rates open, are allowing the opportunity of buying cheap silver cases to pass.

Our jobbers may be said to have hung out the green signal of caution, that is to say, that while there is no element of danger in sight and the track is clear so far as can be seen, fair caution is deemed best for both buyer and seller. Competition is quite keen enough now at most points, and profits are sufficiently low, without the still further reduction and loss of trade caused by auction and other forced sales in their midst, always a result of reckless buying. Encourage legitimate and profitable trade, discourage all else is about the idea.

Montreal, Aug. 14th, 1890.

**GENERAL DIRECTIONS FOR BRONZING.**—The choice of bronze powders is of course determined by the degree of brilliancy you wish to obtain. The powder is mixed with strong gum water or varnished and laid on with a brush or pencil, and not so dry as to leave still a certain clamminess; a piece of soft leather, wrapped round the finger, is dipped into the powder and rubbed over the work; when this has all been covered with the bronze, it must be left to dry, and the loose powder is then cleared away with a hair pencil.



14k Filled, Gold Soldered

**“ PIONEER ” CHAINS.**



Warranted by Manufacturers to wear

**TWENTY YEARS.**

---

Every Chain stamped “Pioneer,” and furnished with tag as above. Best thing out in the chain line.

---

WRITE FOR SAMPLES TO

**EDMUND SCHEUER,**  
**TORONTO,**

Sole Agent for Canada.



## PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

### THE DUPLEX ESCAPEMENT.—CONTINUED.

(522) To try the safety of the impulse drop, we move the balance very slowly forward till the repose tooth drops from the notch, then hold it there. The finger *F* should have passed the impulse tooth and be  $10^\circ$  in front, ready to receive it. If the tooth does not strike the finger at all, but passes it without touching, and the next repose tooth falls upon the roller, it shows that the finger is not properly placed (526). It is too far from, or forms too great an angle with, the notch, and should be moved forward or towards the notch till, when the balance is held as above, the impulse tooth will strike the finger, and not merely on its point but safely on its face. On the other hand, if the point of the finger passes the circle of the impulse tooth much before the repose tooth drops from the notch, it is evidently too far forward, or too near the notch. This will also be seen by the distance that the wheel drops before the tooth reaches the finger. This should be about  $10^\circ$ , which, in the Chinese duplex, will be about the distance between the points of the double teeth.

(523) We are now prepared to select an impulse wheel. In section (498) we found that an escape wheel, although correct for the wheel and roller action, might not be suitable for the wheel and pallet action, designed for the escapement. The impulse wheel may be larger or smaller than the old one was. In the former case, the finger will prove too long; in the latter, too short. Supposing the finger to have been corrected as originally made, then after drawing the centre distance *ed* and circle *xx*, (Fig. 33,) as already directed, (516,) we measure

to the crossing of *ew* and the curve *xx*. This gives the position of the repose tooth. Then,  $12^\circ$  to the right, draw line *dp'*, and where it crosses the curve *zz*, at *P*, is the point of the impulse tooth, and *dP* is the radius of the impulse wheel.

(524) Having an escape wheel we think suitable, we fix it in one jaw of the depthing tool, and the balance and finger in the other,—the jaws having previously been set to the proper centre distance in the watch, and verify its action by trial, as directed for testing the length of the finger (526). If the impulse tooth in this test does not come at the proper distance from the point of the finger, and another wheel cannot be got, the fault, when slight, can be remedied by dressing off a finger that is too long, or moving it towards the notch (526) when too short, till the impulse tooth drops safely on its face. But the latter change should not be allowed unless the deficiency of length is slight; a longer finger should be fitted in. The movement being intended to effect certain results, and the escapement executed in accordance with that design, any material deviation from the original sizes must be presumed to be injurious, unless the superiority of the results to be obtained thereby is clear beyond question.

(525) The mode of selecting a new finger is clearly indicated in sections (523), (524), the only difference being that we substitute the measurement of the impulse wheel for that of the finger, and through the crossing of its circle *yy*, and the line *dp'*, (Fig. 33), we draw the curve *zz*, when *eP* will be the length of the finger, from the centre of its socket to the point. A finger already on the balance staff is measured by taking the distance from the point to the further side of the roller, then deducting  $\frac{1}{2}$  the diameter of the roller. The finger is formed with a socket, which should fit tightly upon the staff, above the roller. The point should be a jewel, set in the metal of the finger, but it is generally made entirely of steel. The front face should form a line to the centre, although many makers vary somewhat from this rule. The point should be as sharp as consistent with strength. For turning the finger on the staff, use the ordinary two-hole hand tongs.

(526) To test the length of the finger, let a repose tooth lock on the roller, as shown in Fig. 33, with the point of the finger at the right-hand *z*. Then turn it towards the left till its face is in the line *ew'*, when the point should barely clear the tooth *P*. In the Chinese duplex, it will be well to test the clearance on both sides of the line of centres, *i. e.*, with two impulse teeth. The test on the right side should be made when the first repose tooth of a pair is locked on the roller, during the return vibration of the balance, as above described; on the left side, when the second repose tooth is in the notch, during the forward vibration. If the finger is shorter than above directed, the escapement will still be safe if the impulse tooth strikes fairly on its face. Sometimes the finger is short, and also so far from the notch that, when the balance is moved slowly forward, the impulse tooth does not strike the finger, but passes by and another repose tooth drops upon the roller. In this case, the escapement may be made safe by moving the finger towards the notch till the impulse tooth will be sure to strike fairly upon its face. But any such expedient cannot remedy the loss in the large lift which results from a short finger, and it should be replaced by a longer one unless the balance still has an ample vibration—at least  $180^\circ$ , or half a turn at the

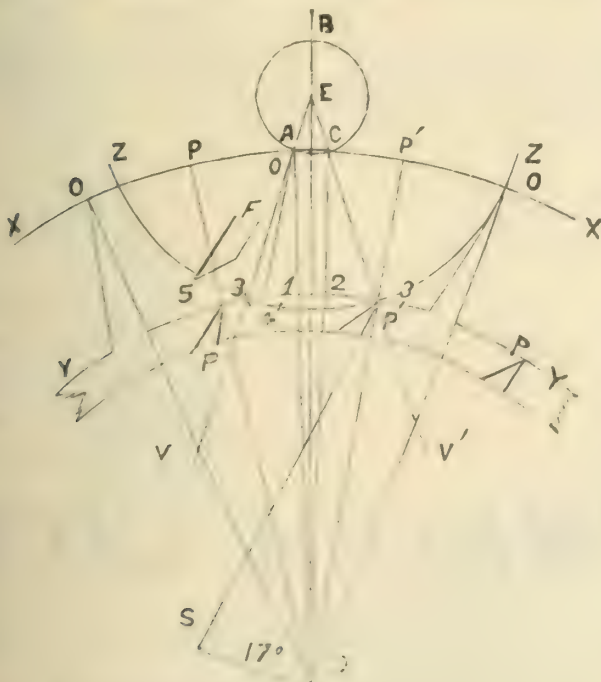


Fig. 33

the length of the finger, and increase that in the same ratio. Set the dividers to that distance, and with one point on *e* mark the curve *zz*. Now lay off the angle of the small-lift, one-half on each side of line *de*, by the lines *ew*, *ew'*, (Fig. 31,) and draw line *du*



# THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWEL, SIX SIZE, NICKEL MOVEMENT, KNOWN AS  
No. 149.**

---

## THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWEL, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,

KNOWN AS No. 120.

---

## THE ILLINOIS WATCH CO'Y

Will Next Month place upon the market a Movement

**PARTICULARLY ADAPTED TO THE CANADIAN TRADE.**



# BOLT & CO. of FINE

WHITE'S LANE  
off Vitre Street.  
Montreal

## ROLLED PLATE CHAINS

BOLT & CO.  
MANUFACTURERS

P. O. Box 189.

Sept. 1/890

Montreal.

Gentlemen,

Perfection is only obtained by constant application and increasing knowledge. We claim that we are making to-day as good Rolled Plate Chains, in every respect, AS ANY MANUFACTURER IN THE WORLD of this article, but in the stages that have led us to where WE ARE, a few goods may have been sold that were imperfectly finished; hence our remarks of to day,

Yours truly,

Over.

*Bolt & Co.*

We claim for our **B** chains

# PERFECTION,

and will fully guarantee the Quality of every chain made by us.

ENQUIRIES FOR SAMPLES AND PRICES ARE INVITED AND WILL BE PROMPTLY ATTENDED TO BY

**BOLT & CO.**  
White's Lane  
P.O. Box 189  
MONTREAL.

WE HAVE REGISTERED AT OTTAWA THE  
BETTER **B** FOR ROLLED PLATE CHAINS  
OF ALL GRADES MADE BY US, AS WELL AS THE TAGS

B&CO  
10K Plate

B&CO  
14K Plate



## IF YOU EVER HAVE A

Chain of our manufacture returned to you by any customer as not being a thoroughly first class article, don't hesitate one moment, but give him in exchange the best you have, and send the Chain back to us by mail. By return of post we will replace it with another free of any charge, and return to you also the postage you paid on your parcel. We trust that such a circumstance will never occur, but we want the retail Jewellery Trade of Canada to understand and know that we are here to build up a name second to none in the world for our Rolled Plate Chains, and to feel that when they sell a chain of our manufacture, an article is leaving their store that will only reflect credit on it.

Yours respectfully,

BOLT & CO.



end of the 24 hours running. Many writers advocate vibrations of double the magnitude here specified, but these very large vibrations are not as much in favor with practical workmen as formerly. Some special directions about rating and adjusting the duplex escapement will be found in sections (125) to (127). I would add that a light balance never regulates well in the duplex. The vibrations are too large, and the watch is easily made to "trip" by jumping, riding and even by carrying, and, when started, will continue to trip for a number of times; while a heavy balance, if accidentally caused to trip, will do so only once or twice and then stop. The impulse being given in the duplex at great mechanical advantage, it admits of and requires a heavier balance than the cylinder escapement or detached lever.

(527) In testing the duplex escapement in the angle-meter, especially if the balance cock is omitted, (447), be careful not to wind up the mainspring, but press the train forward with the finger nail in the main wheel, while moving the balance by the vertical rod *d*, (Fig. 27). This is advisable from the danger of forgetting to let the mainspring down, or put a bristle in the escape wheel, before taking off the cock or raising the arbor of the angle-meter, which would be liable to bend the teeth of the wheel, and even break the roller jewel. This tool affords a very easy and accurate means of testing the escapement. Get the balance pivot hole exactly over *B*, (451, 452), and fasten the movement securely. Use a claw with a light spring, like *m*, (Fig. 29), clasp one of the balance arms near the rim but not touching it. Get the repose tooth outside of the roller, and then the balance at the point of rest. Set the pointer at the *O* in the centre of the scale, move the balance back till the tooth drops into the notch and note the number of degrees on the scale. Turn the balance forward till the tooth drops from the notch, and again observe the scale. The number of degrees between the two extremes gives the small-lift. If the point of rest is midway between the two extremes, the watch is in beat. The wheel and roller action is now known.

(528) To test the wheel and pallet action, move the balance back till the tooth will drop into the notch, then set the pointer at the *O* at the nearest end of the scale. Turn the balance forward till the tooth leaves the notch, and the impulse tooth strikes the finger, hold it there and observe the degrees on the scale. This is the small-lift, as before. Then move the balance back till the tooth drops off the finger, and the number of degrees so moved over will be the distance the finger was in advance of the impulse tooth when the repose tooth left the notch, or the amount of the impulse drop. As already stated this should be  $10^{\circ}$ . But if the drop thus formed is less than that, the finger may be too far from the notch, (the escapement angle incorrect) or the finger may be too short. To test the proper length, get the parts in the position directed in (526) and observe if there is the proper clearance. If so, the escapement angle should be corrected, (522). Then again move the balance forward till the tooth strikes the finger, note the degrees, and move the balance on till the tooth drops off the finger. The distance from the former observation to this drop will be the large-lift. There is seldom any need of testing the escape wheel in this tool, except to try the truth of its division into teeth and spaces, which it will do very minutely. In fact the foregoing tests of the balance, for the small lift, will

detect any inequality in the length of the repose teeth by a variation in the amount of the small-lift. The amount of the second drop, from the impulse tooth leaving the finger to the repose tooth resting on the roller, is not material, provided it is enough to carry the impulse tooth which was last in action out of reach of the finger, and this can be told by the eye. Instead of using the angle-meter, the foregoing tests can be made by means of a sector on the depthing tool, (336, 406), or even by simple calculation, (308, 405), but neither so easily nor accurately.

(529) A number of enquiries for details have been received, and most of them answered in connection with their subjects, in the succeeding articles; but the following came too late, and I give the information here, although a little out of place. 1st. How to find the size of the roller for the Chinese duplex. This cannot be found by measuring between two adjacent repose teeth, that rule applying only to the English style of wheel with single teeth. But it can be found by taking a fraction of the diameter of the repose wheel, the same as for the other kind —  $\frac{2}{3}$  the distance between two repose teeth being equal to  $\frac{1}{16}$  the diameter of the wheel, etc., (485). 2nd. How to cut the duplex escape wheel. The *minutiae* of this process properly belongs to an article on lathes, cutting engines, etc. But if the workman has a good cutting engine, provided with conveniences for cutting both vertically and horizontally, there is no special difficulty. The blank is first accurately turned out, with the repose-wheel portion of the right size and thickness, and with an angular ridge upon its surface, of the proper diameter and height for forming the impulse teeth therefrom, which are first shaped out with the horizontal cutters.

(530) To cut the Chinese repose wheel, if it has six pairs of teeth with their points  $10^{\circ}$  apart, set the index plate as if to cut a wheel with seventy-two teeth. Fit upon the arbor a cutter of proper shape to cut the space between two teeth at one cut. Set the arbor so that the flat side of the cutter is in a straight line to the centre of the wheel, and the arbor at right angles to such line, and horizontal. Then raise the cutter and advance the arbor, etc., by the forward or feeding screw, towards the centre, till the flat side of the cutter, when let down, is abreast of the point of one of the impulse teeth. The index point being in one of the plate holes, the escape wheel must be so fastened upon the spindle that the point of the impulse tooth fits snugly against the flat face of the cutter. If it does not, loosen and move it as it should be, but do not disturb the cutter, which, with its arbor, should have been firmly fastened in the position above prescribed for it, with everything ready for working. By this means, we secure a connection between the position of the impulse tooth and the cutter, which latter can then be moved through the proper angle for cutting the repose teeth in their true position, relatively to the impulse teeth.

---

VARNISH FOR BRASS INSTRUMENTS. — An excellent gold varnish for brass objects, surgical or optical instruments, etc., is prepared as follows: Gum lac, in grains, pulverized, 30 parts; dragon's blood, 1 part; red sanders wood, 1 part; pounded glass, 10 parts; strong alcohol, 600 parts; after sufficient maceration, filter. The powdered glass simply serves for accelerating the dissolving, by interposing between the particles of gum lac and opal.



# - - OUR NEW - - SOLDERLESS COLLAR BUTTON

Made under S. COTTLE CO. Patents, 12 kt., 1-10, Rolled Gold Plate.



IS THE BEST VALUE IN THE MARKET.

OUR LINE OF - -

## BRACELETS

Is Larger and Cheaper than ever.

*Lace, Brooch, and Cuff Pins in endless variety.*

The above goods are all made of High Grade Rolled Plate. Ask your  
Jobber for them and take no others.

S. E. FISHER & CO.,

NEW YORK OFFICE,

41 MAIDEN LANE.



## OPTICAL DEPARTMENT.

Under this head we solicit questions of interest bearing on optics, particularly the eye, the defects of vision, and their correction by glasses.

All communications must be addressed to Dr. John S. Owen, 142 West High St., Detroit, Mich., and must be received not later than the 15th of each month in order to insure publication in the following issue of THE TRADER.

QUES. 3. "I have a customer, a lady about 30 years of age who has never worn glasses although her sight has always been poor for the distance. She wants a pair of glasses to wear on the street. Her sight for reading and near work is first class. She is undoubtedly near-sighted (myopia). Her eyes have never caused her any trouble. I have fitted each eye separately with No. 10 inch concave spherical ( $-10''$  sph.), with these glasses each eye reads the 20 ft. letters 20 ft. away. She cannot read the 20 ft. letters with No. 11. Now this is what puzzles me, she claims that the glasses No. 10 make her dizzy and sick, and that it is impossible to wear them. I am satisfied that they are the right number, but I have failed to persuade her that they are right. What would you do in such a case?"

We have no doubt but that the  $-10''$  sph. are the correct lenses. Cases of this kind may be suited by beginning with weaker numbers and increasing the strength every two or three weeks until the *full correction* lenses are reached. On account of never having worn glasses, it is difficult for her to become accustomed to the change, therefore we would suggest that you have her wear a pair of say  $-20''$  sph., which she can probably do without any unpleasant sensations for two or three weeks, until she is thoroughly accustomed to them. Then put on a pair of  $-16''$  S. for several weeks, followed by a  $-13''$  S., and finally by  $-10''$  S., which by the time it is reached will probably not cause any inconvenience, particularly if she is *not aware* that they are the  $-10''$  S. lenses. For this reason you should not tell her what number she is wearing, nor when the *final* pair are reached. These glasses,  $-10''$  S., should be used for *distant vision* only. For *reading* or *near work* the lady should use a pair of  $-24''$ ,  $22''$  or  $20''$  S., according to which seems the most suitable for reading the finest print at about 12 inches from her eyes.

When fitting cases similar to the above, the *weakest* concave lens that gives the desired vision for *any distance*, is the *correct* lens. In this case  $-11''$  S. did not restore normal vision, while  $-10''$  S. did, that being the first or *weakest* lens met with that did so. She could probably see just as well with  $-9''$  S. for a few moments while trying them, but she could *not* see any better than with  $-10''$  S., therefore they should not be adopted.

QUES. 4. "I have read several works on refraction including Hartridge, but cannot say that I am satisfied with what I have read, nor with my knowledge of the subject. I understand the contents of each chapter in Hartridge, but after having read the book through I do not have any more confidence in myself than I had before I took it up. I do not know whether the fault lies in the book or myself. When I endeavor to formulate an intelligent review of the whole subject, I am lost, and frequently throw down my book impatiently, but why I do so I cannot tell. What do you think is the trouble? Any suggestions you may offer will be appreciated."

We are of the opinion that you lack system in your reading and studies, and will endeavor to set you right.

In order to become a good optician you should be familiar with everything pertaining to :

1st. The trial and spectacle lenses.

2nd. The normal eye.

3rd. The defects of vision, their detection and correction by glasses.

The trial and spectacle lenses are the instruments with which the optician works. He should become thoroughly familiar with them. He should know their composition, quality, shape and refraction. He should also know how they are centered, numbered, neutralized, etc. Hartridge treats upon this subject briefly in Chapter I., but if you will read the chapter carefully, noting every word, you will find that the subject is pretty well covered. Do not be satisfied with merely reading the chapter, but take the lenses therein described and *work out the examples*, repeating each illustration until you are perfectly familiar with them all.

After having mastered the lenses, turn your attention to the anatomy and physiology of the normal eye, paying particular attention to the accommodation and the acuteness of vision (see Chap. II. and III.). Then follow the normal eye in its course through the natural life of man. The near point of vision begins to recede at the age of 10, the recession continuing until 80 years of age. About 40 it has receded to 8 inches from the eye. When it has reached this point presbyopia (old sight) sets in (see Chap. IX.). Frequently during old age the normal (now presbyopic) eyes undergo another change. The crystalline lens instead of remaining perfectly transparent, turns white or smoky in appearance, thus becoming opaque (cataract) and preventing the light from passing into the eyes. When the opacity is complete it may be removed by the oculist. After the lens is removed by the oculist, or from any other cause, the condition of the eye is known as aphakia (absence of the lens) (see page 127).

The next step would be the consideration of the defects of vision due to the abnormal condition of the eye. The most common abnormal defect is far-sightedness, (hypermetropia), which is due to the eye ball being *too short* or flattened from before backwards, adapting vision for distant objects. This defect is similar in many respects to presbyopia and aphakia, and like them requires convex lenses for its correction (see Chap. VI.).

The second abnormal defect, near-sightedness (myopia) receives attention in Chapter VII. This defect is due to the eye ball being *too long* from before backwards, rendering the vision more suitable for near objects, as reading, etc.

Astigmatism, the third and last abnormal defect, in the majority of cases is due to the anterior, clear surface of the eye (the cornea) being more convex from side to side than from above downwards, or *vice versa*, similar to the shape of the bowl of a common teaspoon. This defect may be either hypermetropic or myopic. Chapter VIII. gives a very clear description of the defect, its diagnosis and correction.

Occasionally we meet with persons suffering from a weakness of the *muscles* of the eye (asthenopia). If the weakness is manifested when adjusting the sight from distant to near objects, (see ques. 2, August number THE TRADER) it is termed *accommodative asthenopia*. When the muscles which rotate the eye in the various directions are involved, it is termed muscular



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asthenopia (see Chap. II.). If muscular asthenopia continues to increase, the muscles in many instances become paralyzed and all control over them is lost. At this stage the eye will turn in (convergent strabismus) or out (divergent strabismus) according to which muscle is involved (see Chap. X.).

Chapter XII. contains cases illustrating the various defects, their diagnosis and correction, and should be used as a reference for the student when reading the chapters on the defects.

If you have an ophthalmoscope you will find Chapters IV. and V. full of instruction regarding the manipulation of this valuable little instrument in the diagnosis and correction of visual defects. Chapters IV. and V. should then be taken up immediately after Chapter III. If you are not the happy possessor of an ophthalmoscope it would be time wasted for you to try to gain any practical knowledge from these chapters, and their study should be deferred until you have access to one. The praises of the ophthalmoscope cannot be sung too loud. It is the most valuable instrument known for the detection and correction of defective vision, although it is not calculated to take the place of the indispensable case of trial lenses for the *absolute* correction of defective vision.

To review, the aspiring optician should have a complete case of trial lenses, graduated test letters for estimating distant and near vision, and the radiating lines for the detection of astigmatism. With these alone he may become proficient and be able to diagnose and correct any and all visual defects; but should he also have an ophthalmoscope he will find his practice much more pleasant, complete and satisfactory.

The student should study each subject in the following order:  
1st. The trial lenses.

2nd. The (a) Anatomy and (b) Physiology of the normal eye, (c) Presbyopia; (d) Aphakia.

3rd. (a) Hypermetropia; (b) Myopia; (c) Astigmatism; (d) Asthmopia; (e) Strabismus.

4th. The Ophthalmoscope and its manipulation.

## SELECTED MATTER.

### NOTED SHOPLIFTERS.



small articles of that nature. I wondered where she was putting it all until I managed to go a little closer, when I saw that she had a picture rolled up and into one end of which she was putting the jewelry. A fine hiding place, she had for it, too, as the bottom was closed, and when I searched her I found eighty-four different articles of jewelry. I asked her what she intended to do with it all, and she replied that she kept a little notion store and intended to place the things in her stock.

"I had a doctor's wife and her sister from Lawrence on a

shoplifting case once. They were cool hands, too. They came in early in the morning, went to a half dozen different stores, so that by noon they were pretty well loaded down. They collected all their goods, took them into a large store and had them checked, then went and ate their dinners, returning for the goods in the afternoon. I was waiting for them and arrested them. This case made quite a stir, as they were prominent people. It was carried to the Supreme Court, where they were convicted. It cost them over \$100 all told.

#### SHOPLIFTERS OWNED HOUSES.

"I had a woman from Medford some time ago for 'lifting' bags. This is a little different kind of work from the ordinary shoplifting. A woman when examining goods naturally places her handbag on the counter or on the floor, and a 'lifter' of this class makes a business of stealing these bags. I caught this woman at it one day and arrested her. She pressed hard to be released, but there had been one or two complaints a day right along about that time of hand-bags being stolen, so I held her. She was convicted, and since then an instance of a loss of this nature is rare. This woman was comparatively 'well off,' and owned several houses.

"They come from everywhere in the vicinity of Boston. I caught a Taunton woman a short time ago, and had another from Salem who stole a sailor suit to present to a little nephew of hers down east. I had a woman recently who had been in the country but a short time from England, and not long ago captured a man and woman who were a pair of expert New York operators on here on a little tour. The woman did the work while the man acted as her shadow to see that no one was following her.

#### HER COACHMAN WAS NO JOKE.

"I tell you that you would be surprised to see some of the people engaged in this business. A few weeks ago I arrested a woman in one of the big dry goods stores, and when I had lodged her in prison she asked me if I would not go back and notify her coachman who was waiting for her at the door. I thought she was trying to fool me, but there was her coachman waiting for her when I went back. She was bailed out by her husband and defaulted. That woman lives in a \$75,000 brown stone front on Beacon street, and the reason that she stooped to this kind of work was because her husband was too mean to allow her sufficient money. When she was arrested all the money she possessed was a solitary quarter of a dollar.

"Another case in this line is that of a Sunday school teacher from a neighboring town. She had read so much about shoplifters that it turned her brain and she resolved to try it, so she came in, secured a lot of stuff without detection, and emboldened by success came again and was caught. I caught a handsome young Jewess also, a well appearing young woman who had graduated from the English High School and was married to a prosperous young merchant. She had tried it successfully several times before I caught her, and then she confessed that she had become reckless with being undetected, and was glad that she had been caught, for if she had not been, she declared that she did not know where she would have been brought on. She is now a reformed and happy woman, and lives at the South End. There was a mother and daughter who worked almost entirely on cloaks, and I remember a milliner who kept a shop and used to stow feathers, etc., in a space which she had specially prepared between the lining of her dress." *Boston Record.*



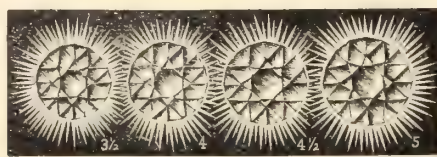
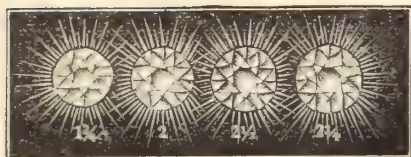


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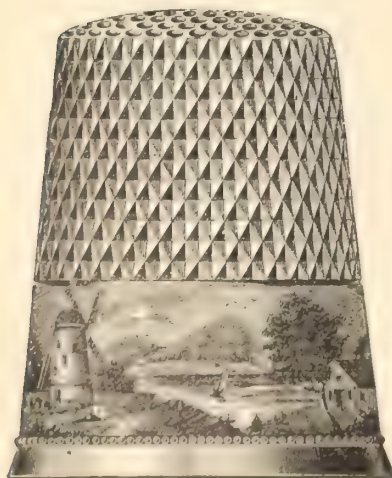


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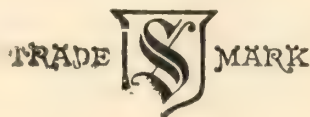
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## TESTING CHRONOMETERS AT THE U. S. NAVAL OBSERVATORY.

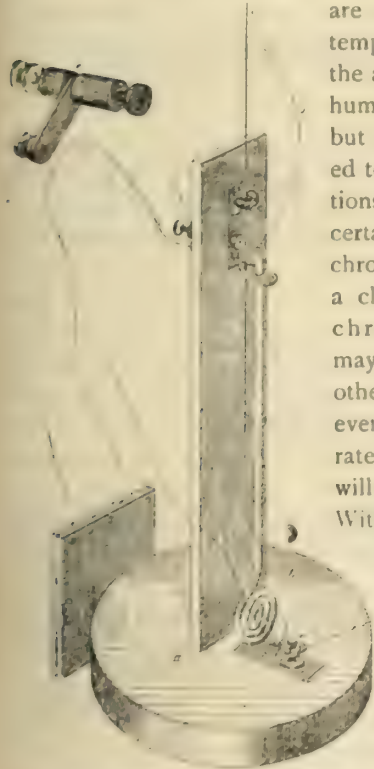
By LIEUT. HIERO TAYLOR, U. S. Navy.

(IN CHARGE OF THE GOVERNMENT TIME SERVICE.)



THE U. S. Naval Observatory, at Washington, D. C., is the depot for chronometers used in the navy. Repaired chronometers are sent to the Observatory to be tested, and those instruments whose performance is satisfactory, are held ready for issue to ships as they are needed, while those performing unsatisfactorily are returned to the makers for further repairs. Competitive tests of new chronometers were inaugurated a few years ago, and are held when the Government desires to purchase chronometers. Only those of American manufacture are allowed to compete, the Government buying the best and paying from \$225 to \$350 apiece for them, the amount paid for a chronometer being determined by its performance during the test.

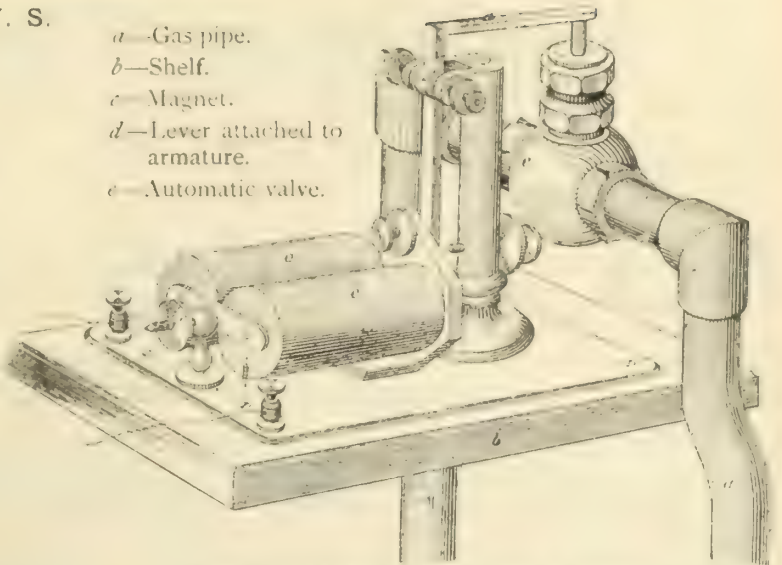
It has been found that the variations of chronometer's rates are due mainly to changes of temperature. The condition of the atmosphere with reference to humidity may influence the rates, but careful experiments have failed to develop any law for variations in this case. There is no certainty as to how any particular chronometer will be affected from a change of humidity; of two chronometers one may gain and the other lose, but in any event the change of rate from this cause will be very small. With reference to temperature, however, it is different. It has been found from a careful consideration of the tempera-



THERMOSTAT AND CONDENSER.

ture records sent in by our ships from all parts of the world, that the average temperature of chronometers has been a fraction over 69° Fah. In consequence, chronometer makers try to compensate their chronometers so that they shall have their greatest gaining rate at or near 69° Fah. The temperature at which the chronometer has its greatest gaining rate is called the temperature of compensation. The makers also endeavor,

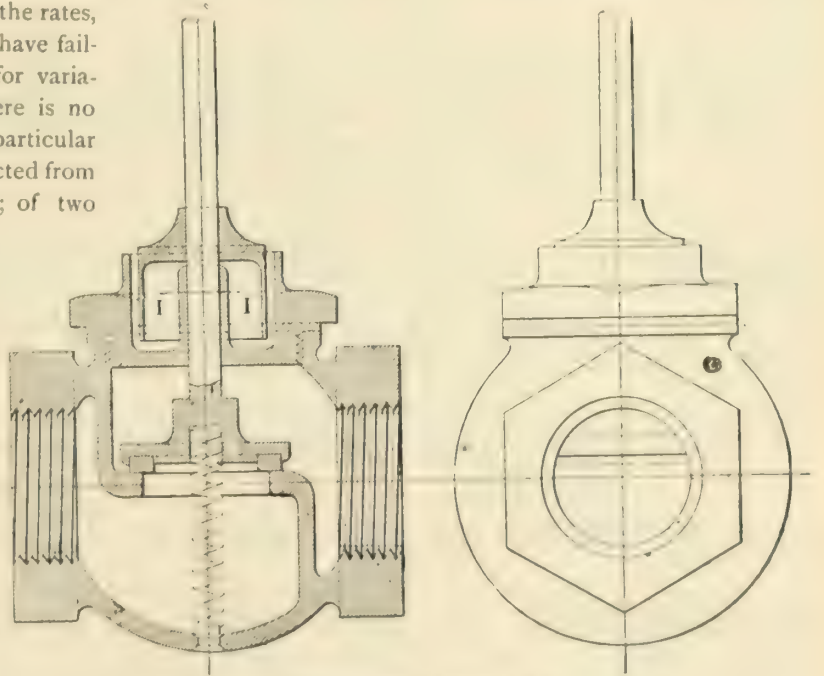
- a—Gas pipe.
- b—Shelf.
- c—Magnet.
- d—Lever attached to armature.
- e—Automatic valve.



GAS VALVE AND CONTROLLING MAGNET.

with varying success, to adjust their chronometer so that its rates will change but little as the temperature, rising or falling, changes from the temperature of compensation. The tests at the Observatory show how they have succeeded in their efforts to attain these two objects.

The first part of the test is made at fixed temperatures in the temperature room, which has been especially fitted up for that purpose. The room is but little exposed to the sun, and is



GAS VALVE (7 1/2 SIZE.)

constructed after the manner of refrigerators, having treble floors, walls and ceilings, with intervening spaces. The outer space is filled with a material that is a non conductor of heat, and the inner one is left as an air space. Above the room is a large ice chamber so arranged that warm air rising from the room and passing through the chamber is cooled and returns to the lower part of the room. The rapidity of this circulation



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through the room and ice chamber is regulated by changing the size of the opening between them. The room is heated by the circulation of hot water through pipes on three of its sides. The water is heated outside the room by a gas stove, whose supply of gas is controlled by a thermostat in the room.

The thermostat is a glass tube—similar to a thermometer tube, but larger—with a very large bulb so that a small variation in the temperature causes a comparatively large rise or fall of the mercury in the tube. The instrument is in the circuit of a single cell battery, the current flowing through the mercury. The lower connection with the mercury is by a wire fused into the bulb; and the upper through a second wire inserted into the upper end of the tube which, unlike the thermometer, is open. By entering or withdrawing the upper wire the temperature of the room may be changed. In practice the end of the wire is placed at the mark on the tube which indicates the temperature desired. If the temperature of the room rises above this point the mercury comes into contact with the wire and the circuit is closed, closing in turn a second circuit—eight cells—whose current flows through the coils of an electro-magnet and draws down its armature, which, being attached to the lever of the gas valve thus shuts off the flow of gas to the stove until the temperature has fallen enough to allow the mercury in the thermostat to separate from the wire. Then, of course, the two circuits are opened and the lever of the gas valve being released is forced back by a spring; the gas once more flows to the stove where it is ignited by a small jet which burns constantly. In this manner the temperature of the room rises and falls within very small limits above and below the temperature to be maintained. The range is from 0.5 to 1.5 above and below. The mean temperature of the room is recorded by a chronometric thermometer, i. e., a chronometer with a plain steel balance, whose change of rate for a change of one degree of temperature has been carefully determined by experiment.

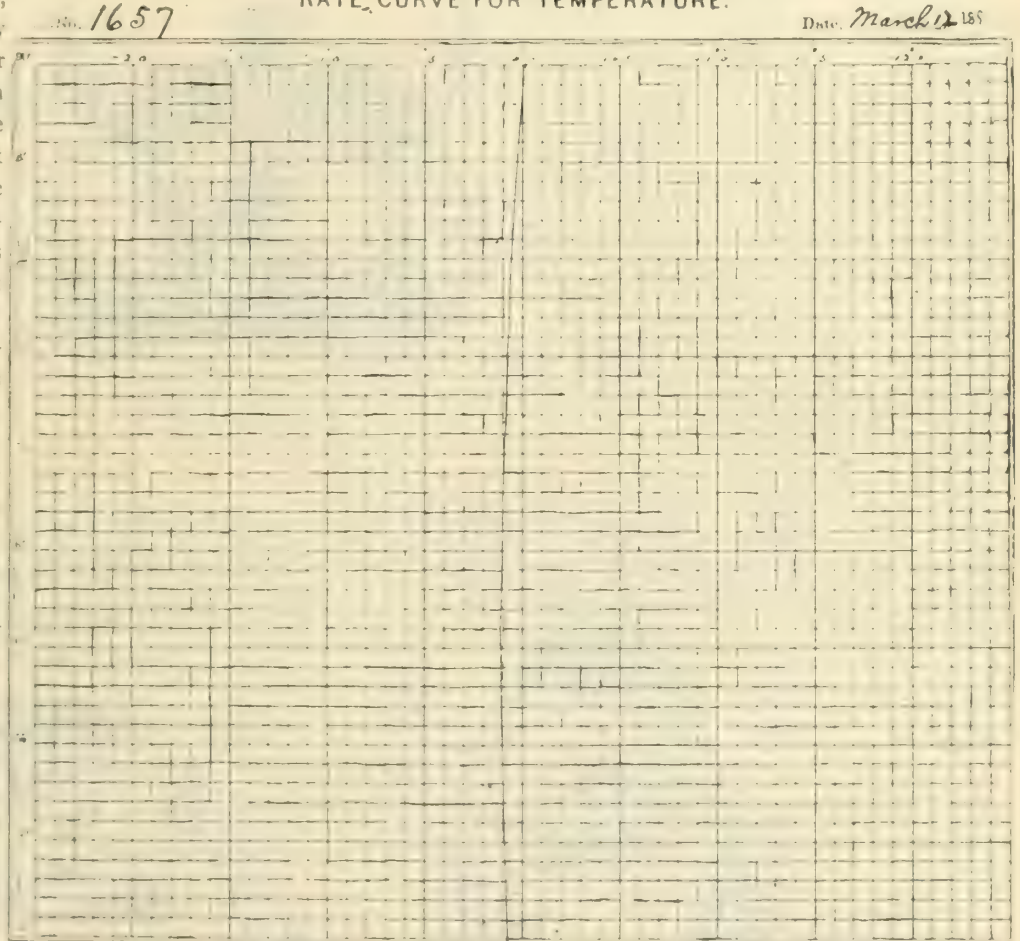
The hygrometric condition is regulated so that the humidity shall be near 70 per cent. throughout the trial. At the lower temperatures it is necessary to place unslacked lime in the room to absorb the excess of moisture while at the higher temperatures a deficiency of moisture is avoided by placing in the room pans of water and dampened cloths. Great care is used to prevent any sudden entrance of outside air. The small window is quadruple and the door double, so that in entering the outer door may be opened and closed before the inner one is opened. Any sudden change in the hygrometric condition

is shown by a hair hygrometer; the mean condition is obtained from frequent readings of wet and dry bulb thermometers.

When chronometers are to be tested, the room is made ready for them, and they are placed on a table in the centre of the room in company with the thermometers and thermostat. They remain in their boxes, but the lids of the latter are removed. The temperature of the room is brought to 45° Fah., and is kept at that degree for one week. Then the temperature is raised, degree by degree, until it reaches 55°; after one week at 55° it is raised again, this time to 70°. After the period at 70° the temperature is 85° and then 90°, which is the highest temperature used. After one week at 90° the temperature is

# RATE CURVE FOR TEMPERATURE.

Date, March 12 1885



Temp. of room 60.67° Fah.  
Rate 60.67 -0.108  
Temp. of room 60.67 +0.00013

Robert Taylor  
Lieut. U. S. Navy  
In charge of Chronometers

lowered successively to 85°, 70°, 55° and 45°, being allowed to remain one week at each. The chronometers are compared daily with the standard mean time clock, whose face can, be seen from the room. This test gives one rate for 90° and two for each of the other temperatures. In the competition the means are used, thus reducing them to the 90° period and eliminating the effect of time upon the rates.

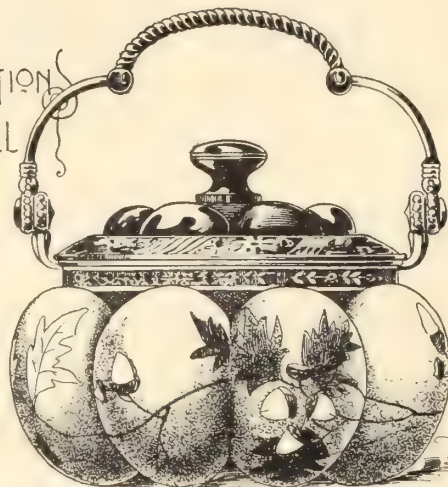
After the second period at 45° is ended the chronometers are removed to the chronometer room where they are subjected to the natural conditions of the atmosphere as to temperature and humidity. They are here compared daily for twelve weeks; a daily record of the mean temperature and humidity is also made. After this they are subjected to tests for polarity of



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SOLD ALL OVER THE EARTH,

"DON'T BE TOO FRESH"  
USE THE NEW TOMATO  
SALT OR PEPPER

BUY  
ME  
FOR



ALL  
SEASONS

E. G. GOODERHAM,

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## TORONTO CANADA.



balance, and any chronometer which shows this quality is at once rejected. Tests for position are also made by inclining the chronometer in different directions.

The formula used in determining the value of the chronometer is based upon the assumption that the change of rate from the rate at the temperature of compensation is proportional to the square of the change in temperature from that of compensation. Ample experience has shown that practically this assumption is true. Expressed in the form of an equation the formula is :

$$r_n = r_o + Z(0 - 0_n)^2,$$

in which  $r_n$  and  $r_o$  represent the rates at the given temperature and the temperature of compensation represented respectively by  $0_n$  and  $0$ .  $Z$  represents the change of rate for a change of one degree from the temperature of compensation. When the trial begins  $0$ ,  $r_o$  and  $Z$  are, of course, unknown, but the tests show three rates (represented by  $a$ ,  $b$  and  $c$ ) for three different temperatures represented by  $d$ ,  $e$  and  $f$ ), which, substituted in the above equation, give three expressions from which  $0$ ,  $Z$ , and  $r_o$  may be computed, viz.:

$$0 = \frac{(b-c)(d^2-e^2) - (a-b)(e^2-f^2)}{2[(a-b)(d-e) + (b-c)(e-f) + (c-a)(f-d)]}$$

$$Z = \frac{a-b}{(0-d)^2 - (0-e)^2}$$

$$r_o = A - Z(0-d)^2.$$

In practice  $55^\circ$ ,  $70^\circ$  and  $85^\circ$  with their corresponding rates are the temperatures used in this part of the computation.

The results of the test in the temperature room are represented graphically in a curve from which the rate for any temperature may be easily taken. Using the first equation, the rates for every five degrees from  $45^\circ$  to  $90^\circ$  are computed and then plotted on a sheet of profile paper and a fair curve drawn through them. The mean daily rate for each week of the whole trial is also plotted on the sheet. These rates rarely fall upon the curve, and the amount they vary from it is measured in each case. These variations complete the data for the computation of the value of the chronometers, or, in other words, for the computation of their trial numbers. The formula for the trial number is purely empirical, but it is believed that it covers all the points that should be considered in determining the relative merits of chronometers.

It is :

$$\text{Trial number} = p(69-0) + (10000)^2 + 100I + m + 2n^2.$$

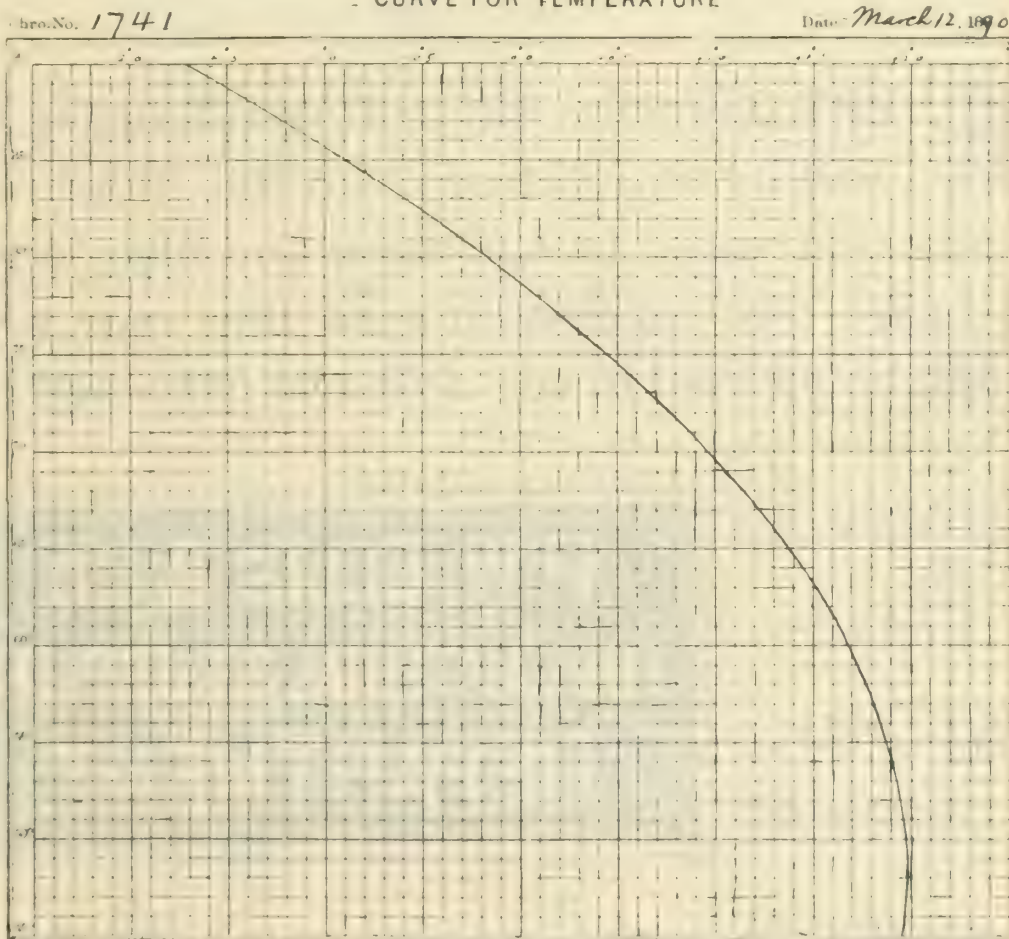
The importance of having  $69^\circ$  for the temperature of compensation obviously changes with the value of  $Z$ , so that the

factor for deviation is made up of two parts ( $69^\circ 0$ ) and  $p$ . The latter is taken according to the value of  $Z$  from the following table :

| $p$    | $Z >$   | $Z <$   |
|--------|---------|---------|
| 0.0625 | 0.00000 | 0.00025 |
| 0.125  | 0.00025 | 0.00050 |
| 0.25   | 0.00050 | 0.00100 |

After which for each increase of 0.00050 in the limits of  $Z$ , there is a corresponding increase of 0.125 in the value of  $p$ .

CURVE FOR TEMPERATURE



Temp. of compensation  $48.03^\circ \text{F}$   
 Rate at  $48.03$   $+1.982$   
 Temp. constant  $-0.00216$   
 Coefficient of temp.

*Henry Taylor*  
*Chief*

In charge of chronometer

The next term  $(10000)^2$ , needs no explanation. In the third term  $V_o$  is the mean of the variations of the rates in the temperature room from the curve giving those for  $45^\circ$  and  $90^\circ$ , only one-third the weight the others have. In other words,

$$V_o = \frac{V_{45} + 3(V_{50} + V_{55} + V_{60} + V_{65} + V_{70} + V_{75} + V_{80} + V_{85} + V_{90})}{21} + \frac{3(V_{45} + V_{50} + V_{55} + V_{60} + V_{65} + V_{70} + V_{75} + V_{80} + V_{85} + V_{90})}{21}$$

In the last term the factor  $m$  is the difference between the greatest and the least variations during the twelve weeks the chronometers are in the chronometer room; if the points fall on opposite sides of the curve,  $m$  becomes the arithmetical sum of the greatest minus and the greatest plus variations. The



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second factor,  $n$ , is the greatest difference of variations for two successive weeks while in the chronometer room.

The remarkable progress in the manufacture of chronometers cannot be more aptly illustrated than by a consideration of the curves of Nos 1657 and 1741 depicted in this article. The former is a chronometer of recent manufacture by a well-known New York firm; the latter is an old one made in England. No. 1657 is very near perfection. It is slightly over compensated, and its temperature of compensation is rather low, but as its  $Z$  is so exceedingly small, these defects are of little consequence. The fact that on no point on the curve does the rate exceed 0.15 sec. is worthy of notice. In the case of No. 1741 the temperature of compensation is  $21^{\circ}$  below what it should be, and its  $Z$  is large; so small changes in temperature cause large changes in its rate, which is large at most temperatures.

Manifestly these curves are of great value to the navigator, for they show him at a glance the effect of changes of temperature. Formerly it was the custom to determine the rate before leaving port, and to use the rate for the passage, no attention being paid to changes of temperature. A further consideration of the curve of 1741 will point out forcibly the inexactness of such work. In mid-winter at New York with a temperature of  $45^{\circ}$  the rate of 1741 would be  $+1.95$  sec. If the chronometer were used on a ship making a twenty-five day passage to Brazil, its average temperature would be about  $80^{\circ}$ . Its rate (see curve) for this temperature is  $-0.16$  sec., or a change of 2.11 sec. from the one determined at New York. The error in the ship's position would increase from day to day until it reached nearly 13 nautical miles at the end of the passage. Fortunately the effect of changes of temperature are now so well understood that the rate determined before leaving port is used only to determine how much the chronometer's rate has changed from the curve rate. This change becomes a constant, to be applied to the curve rates. For instance if at  $45^{\circ}$  the rate of No. 1741 is found to be  $+2.10$  sec., instead of  $+1.95$  sec. as shown by the curve,  $+0.15$  sec. will be the constant, and the rate at  $80^{\circ}$  will be  $-0.01$  sec., instead of  $-0.16$  sec. The mission of the curve does not end with its service at sea. During the cruise the navigator plots the rates he has determined from time to time upon it, and when the chronometer is returned it is sent with its curve to the maker for repairs. Thus the makers have before them a graphic history of the performance of the chronometer since it left their hands three or four years before. The information thus laid before them aids them in determining what is needed to improve the chronometer.

It is scarcely necessary to speak of the care and patience required to successfully carry out the tests above enumerated, nor of the great amount of labor involved in deriving from them the final results. In this connection it may not be out of place to say that the Observatory is under many obligations to Messrs. T. S. & J. D. Negus, John Bliss & Co. and Wm. Bond & Son,, for their hearty co-operation in this work.

In conclusion it may be said that the system developed at the Observatory has proved so satisfactory to the Government that it is not likely to buy any chronometers without a competitive trial, nor any but those of American manufacture, if for no other reason than that our leading makers are producing instruments equal to and even better than the best produced abroad.—*Jewelers' Circular*.

## AN INTERESTING CLOCK.



IN the window of a German jeweler on Court street, Brooklyn, there stands a brass clock not more than ten inches high. The passer-by who looks through the window sees under the clock, which is supported by four polished columns, a small brass platform, balanced to a nicety on two pivots in the middle, like an ordinary see-saw. A groove cut into the surface of the brass runs zigzag from one end to the other, and on the path so made a polished steel ball, no larger than a bullet, runs unceasingly. When the ball has travelled from one end of

the platform to the other, zigzagging from side to side, it strikes a thin steel wire which hangs from above, and in an instant the platform is tilted up at that end and the little ball, impelled by the force of gravity, starts back again. At the other end it comes in contact with another wire, and up goes the platform once more. Sometimes a big crowd stand around the window intent on the little sphere, the mystery of which they find it hard to solve.

F. T. Kraft, who runs the store, has followed his trade for many years. One day six years ago Kraft was going down Broadway when he saw a clock in a jeweler's window with the same device. He stood for an hour in front of the glass watching it and trying solve the problem of its construction. The proprietor of the store told him the clock had been made in England twenty five years before, and was the only one of its kind in existence. Mr. Kraft's request to have a look at the mechanism was met with a refusal, and he went off with the determination to study it out for himself. He worked at it six months during his odd hours and finally triumphed. Then he was surprised to find how simple the idea was after all, although he found the greatest delicacy necessary in carrying it out.

Mr. Kraft took the clock from its shelf in the window to explain its mechanism to the reporter. The two mysterious wires which the ball strikes against at the end of each trip are fastened above to a long rod. From the upper side of this rod runs a strip of steel, which rests against one of the four pins on an escapement wheel in the works. When the ball strikes the wire it releases this wheel, which makes a quarter of a revolution to the next pin. On the same axis is a cog wheel whose teeth fit into another of half the circumference. The smaller wheel makes a half revolution while the other is making a quarter. To the axis of this wheel is fastened a rod, which is attached at its other end to the platform, which is pulled up or down according to the wire which the ball strikes.

It was in the manufacture of the ball itself that Mr. Kraft had the most difficulty. It had to be a perfect sphere to work properly, and it was turned down bit by bit to the proper size. A little guard rail is placed at each angle of the groove, so that the ball will not jump off. It takes the ball just five seconds to make the trip, a half second from each section of the groove. The platform acts upon a pendulum with a five second swing. The device is only interesting as a novelty, as it is more sus







## BEST FILLED CASE IN THE WORLD FOR THE MONEY.

The American Watch Case Company of Toronto ask the attention of the Jewelers of Canada to their line of Hunting Gold-Filled Cases, now in the hands of the Jobbing Trade.

These Cases are made in 10k. and 14k. quality, and every one of them has **SOLID GOLD BOW, CROWN, THUMB PIECES, JOINTS AND BEARINGS**, and is guaranteed to be the best value Watch Case in the world for the money.

They are equal to Solid Gold Cases in workmanship and finish, and are fully guaranteed by the American Watch Case Co., no matter by whom sold.

All of these Cases bear one of the following Trade Marks, according to quality.

|                       |                                                                                     |                       |                                                                                       |
|-----------------------|-------------------------------------------------------------------------------------|-----------------------|---------------------------------------------------------------------------------------|
| 14k. Hunting, 18 Size | Are Stamped<br>"CASHIER"                                                            | 10k. Hunting, 18 Size | Are Stamped<br>"FORTUNE"                                                              |
| 14k. Hunting, 6 Size  |  | 10k. Hunting, 6 Size  |  |

These Cases are made of Filled Stock where Filled will wear equal to Gold, and of Solid Gold everywhere else. If you want to build up a reputation for selling first-class goods at moderate prices, handle the Cases made and guaranteed by

# THE AMERICAN WATCH CASE CO.

67 ADELAIDE STREET WEST, TORONTO.



ceptible to changes in the weather than the pendulum clock, and has to be regulated frequently.

It is interesting to figure out the distance which the industrious little ball travels from day to day. Every second it runs 4 2-5 inches, or 22 feet a minute. This is a quarter of a mile an hour, or six miles a day, or 180 miles a month or 2,160 miles a year—over 11,000,000 feet. Since the clock first started the ball has travelled a distance equal to nearly three-fifths of the way around the globe. In that time it has not been worn to any perceptible degree, although the brass surface on which it runs has been ground off considerably.

"I have had lots of offers for this clock," said the old jeweler, as he put it back on its shelf, "but I wouldn't sell it for any price. It was a pleasure to work out the principle of the thing, but you couldn't get me to make another one of them for a good deal."—*New York Sun*.

### ONE OF THOSE CLUB WATCHES.

**I**D you see a man with a red morocco hand-satchel pass a few minutes ago?" asked an excited individual one day last week of a Chicago, Ill., policeman who stood near the Canal street Union Depot.

"A fellow with a light suit and brown hat, small, light mustache and light complexion; rather tall?" the officer inquired.

"Yes, Yes; that's the scoundrel. Tell me quick which way he went?"

"Well, sir," answered the officer, "I saw him jump into a cab, and tell the driver to take him as fast as his horse could travel to State and Monroe streets."

"He's fooled me again," sighed the excited individual, as he mopped the perspiration from his forehead. "That fellow stuck me on one of those \$38 gold watches, and if I ever lay hands on him again I'll kill him. Just as sure as I am standing here I'll murder him. I keep a bakery on West Madison street, and one day last summer this watch agent came into my place and persuaded me to join a club with thirty-eight people in it. Each man was to pay \$1 a week, and there was a watch to be drawn every Monday night. He showed me one of the watches, and I must say that no one but an expert could tell it from a solid gold one.

"My wife told me there was some trick about it, but the agent was such an oily-tongued fellow that I joined the club and paid the first installment. I paid in \$38 without drawing a watch, and then one was given to me according to contract. Here it is. Look at it! That's what I got for my \$38. The day it was delivered to me it looked nice and shiny but after I had carried it a week it began to turn black. It either gains or loses three hours a day, just as it takes a notion. My trade has dropped off over half, and I am fully convinced that it is due to the watch. If I want to know what time it is I've got to go into the barber shop next door, and my wife teases the life out of me.

"The second day after I got the watch my horse died, and I am not feeling very well myself. If I buy a pint of milk in the morning it sours before noon, and I can't make lemon cream pie like I used to. The frosting goes back on me, and

I know it's on account of that \$38 watch. I threw it away four or five times, but it is always picked up and returned to me. Once I threw it in the river. The next day a dredge scooped it out, and one of the men working on the dredge brought it up to my house that night. If this thing continues much longer I will certainly go crazy. I have chased that agent all over Chicago and if I ever catch him he'll never sell any more \$38 watches."—*Jewelers' Weekly*.

### DEATH FORETOLD BY A CLOCK.

**W**E have not exactly a banshee in our family, who foretells by her wailing an approaching death," said a Boston lady to a writer yesterday, "but we have had mysterious warning of such given us time and time again by an old clock, which has been in our family for the last 120 years. The works were ruined by a shot fired by a British soldier during the revolutionary war at my great grandfather, which shot, passing entirely through his body, killed him instantly, and then broke the glass door, penetrating the works and stopping them forever, for, though innumerable attempts have been made to repair them, it seemed that some unknown power kept the clock silent except when death flapped his black wings over the household; so it was banished to the garret.

"The first instance of its warning was when my grandfather died. He had been very ill, but the physicians had at last pronounced him out of danger and his family were just congratulating themselves on this news when the loud tones of a clock striking twelve, slowly and solemnly, like the tolling of a bell was heard. 'Why, what is that?' said my grandmother. There was but one other clock in the house, which was in full view, so it was evident that it was not that one. 'It is my father's clock,' said her husband, 'it has struck the close of my day'; and before they could reach him he was dead, just as the last stroke died away.

"This occurrence was repeated when my grandmother herself lay dying. The old clock struck twelve just as she drew her last breath, and my father, at last believing that there was something supernatural in the affair, had the old works removed, leaving only the hollow case; but a few years after, when my brother was brought home dangerously wounded after the battle of Chancellorsville, the long, slow, solemn tones of the old clock was heard as before, and poor Leon's life went out as they died on the air. They struck for my father and for my little child, who died last year. The clock warned me, too, when my sister died in Japan. I had just got a letter from her, in which she had spoken of feeling very well, when I heard the old clock, which was in a remote storeroom, strike so rapidly that the notes almost mingled, and then began slowly to strike another twelve strokes. 'My sister is dead,' I said to my husband, 'and has died very suddenly, but who the other strokes are for I cannot imagine.' My husband tried to reason and then to ridicule the idea, but I mourned for my sister as earnestly as though I had seen her die, and when, as I knew I should, I heard the news of her sudden death, I found it had taken place on the same day and at the same hour as that on which the clock struck, allowing for the difference of time between Japan and Boston. Her baby, a few hours old, died a few minutes after the mother."—*Jewelers' Review*.





# NEW GOODS.

LEVY BROS., HAMILTON, ONT.

For the coming Fall Trade we have made extra exertions to secure some

## NEW AND TASTY GOODS

and for that purpose ENGLAND, FRANCE, GERMANY and the UNITED STATES have been visited, and we have been successful.

## OUR FALL STOCK HAS ARRIVED

and when our Travellers call on you they will show you grand value for your money, and goods that will sell at sight. Do not buy until you see what we have to offer.

## IN AMERICAN AND SWISS WATCHES

©... WE LEAD. ...©

A complete line of Association Movements, Filled and Silver Cases as low as the lowest. Gold Cases all sizes and designs.

## WE HAVE SPECIALTIES---TRY THEM.

"Albo" Silver Goods, Registered, (we are sole agents for Canada) "white as silver and guaranteed to wear white throughout."

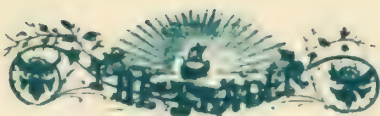
"L. B. Silveride," O.F., Key Case. The best Case in the world. 5,000 just received.

"L. Bros." & "L. B. H." Standard Rolled Plate Chains.

A1 Spectacles, Registered. The cheapest and best spectacle in the market.

The choicest stock of French Marble and Mexican Onyx Clocks ever imported into Canada, and our usual complete line of American Clocks.





# Davis & Louis Company.

MONTREAL.

WHOLESALE JEWELLERS & DEALERS IN  
PRECIOUS STONES.



NOVELTIES ARE OUR **GREAT SPECIALTY**  
IN EVERY LINE OF GOLD & SILVER JEWELRY.

THIS WE MAKE *The Feature* OF OUR BUSINESS.

Sole Agents in the Dominion of Canada for the Celebrated Window Fronts  
and Shop Fixtures of **F. SAGE & CO. of LONDON, ENG.**



CATALOGUES AND ALL INFORMATION IN CONNECTION WITH SHOP BUILDING &  
WINDOW FITTING SUPPLIED BY MAIL UPON APPLICATION.









## QUAINT AND CURIOUS.



He observed three men hanging to a tall tree by their heels. Upon inquiring the cause of their punishment I found that they had all, when alive, deceived their friends by describing things they had never seen and by relating events that had never happened. This gave me no concern, *as I have ever confined myself to facts.*"—BARON MUNCHAUSEN.

As the redoubtable Baron Munchausen found it necessary to carry his readers into space to tell them of the marvels of

the earth, so the "Truthful Jameses" of the daily press lead us out of the trade to describe the miracles of clockmaking. One of them writes :

"Mr. Darius L. Goff, of Pawtucket, R. I., has a remarkable clock. It is an old-style tall clock, and occupies a position in the front hall of Mr. Goff's residence, where it regulates the entire household. The clock never requires winding, the front door of the house, as it is opened and shut during the day, performing that work. Within the dial is an ingenious mechanism by which the light in the front hall is turned up as darkness approaches, and again is lowered as the orthodox bed time draws nigh. As morning dawns, and it is time the servants bestirred themselves, the faithful clock rings a bell in the back hall, summoning them to their daily labors. An hour later a bell in the front hall warns the family that it is time to rise, and a half-hour later still another peal of the bell summons them to breakfast. Besides these arrangements the clock is connected with another in Mr. Goff's sleeping room, whereby the two are struck simultaneously. There is in the office also a thermometer, so arranged that a bell is rung when the temperature of the room is above or below a certain point."

Another unfolds a still more marvellous tale. It is a clock belonging to a native prince of Upper India and jealously guarded as the rarest treasure of his luxurious palace. "In front of the clock's disk was a gong, swung upon poles, and near it was a pile of artificial human limbs. The pile was made up of the full number of parts of twelve perfect bodies, but all lay heaped together in seeming confusion. Whenever the hands of the clock indicated the hour of one, out from the pile crawled just the number of parts needed to form the frame of one man, part joining itself to part with quick metallic click ; and, when completed, the figure sprang up, seized a mallet, and, walking up to the gong, struck one blow that sent the sound

pealing through every room and corridor of that stately palace. This done he returned to the pile and fell to pieces again. When two o'clock came, two men arose and did likewise ; and so through all the hours, the number of figures being the same as the number of the hour, till at noon and midnight the entire heap sprang up, and marching to the gong, struck one after another each his blow, and then fell to pieces."—*Jewelers' Weekly.*

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 MARKED CHANGES IN WATCHES, IN STYLES AND PRICES.
 

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DO YOU see this old watch?" said a watchmaker the other day. He held up an article that looked more like a mantle clock, and proceeded to open it up. By some twist of the thumb that only a watchmaker knows, he opened the outer case and it looked much like the shell of a cocoanut. The interior portion resembled the kernel. The thumbnail got to work again and the glass face was raised. Again the thumbnail acted, and the works were turned out on a hinge, and they looked big and course enough to run a rolling mill.

"That watch doesn't look as though it was worth much" continued the watchmaker, "and yet its owner, who was in here a few moments ago, said he must have it fixed at any price. I found a couple of pivots broken, several teeth bent and other damages. I told him it would cost \$4. 'Fix it up' he said, 'I don't care if it costs \$10 to fix it. That watch belongs to my father. He has had it for many years, long before I was born. I don't think it could keep time enough for a pawnbroker, yet he wants it fixed and it must be done.'"

"Now," continued the watchmaker, "that is a very old style of watch. He could buy a far better one for the price he would have to pay for repairing it, and one that would be much more suitable, too. It is a burden to carry such a watch. But men liked them when they plowed, hammered around among trees, fell into rivers, etc. This old watch survives such mishaps, though it doesn't keep decent time. It can't. Its machinery is too rough and old to keep good time.

"Yes, there has been a great change in the style of watches. Years ago big watches with all the flowering that could be got on the cases were the style. Then came the opposite, and plain watches were the demand. The lady's watch came, a neat, delicate little thing, and then the men thought the little watches were the *ne plus ultra*. And the jeweler began to bedeck the cases with pearls and other stones, and the articles brought big prices. After a time the neat silver watch began to get its hooks in, and it was all the rage.

"Prices for watches have fallen remarkably in the past ten years. I remember when the people paid \$250 and \$300 for a hunting case gold watch that you may now get for \$50 or \$60, and sometimes for less. The change in price is due to the fact that the makers, after a time, found that they could make cases much cheaper than they had been doing. The works were made much cheaper by the use of machinery, and, of course, the price fell, being helped along by competition."—*Jewelers' Circular.*



# THE AMERICAN WATCH CASE CO.

## KEEP YOUR EYE ON OUR REGISTERED TRADE MARKS.

### CAUTION.

As some misapprehension seems to exist amongst the retail trade regarding the Watch Case Factories of Toronto, and their products, we deem it but fair to ourselves and the jobbers who handle our cases, that they should be placed in the hands of the trade distinctly upon their own merits as the product of the American Watch Case Company, which has always been sold exclusively to the legitimate jewelry trade.

Every retailer is aware that there is now more than one company manufacturing watch cases in Toronto.

As the product of these factories is commonly spoken of as "*Toronto Cases*," it will be readily seen that a false impression may unknowingly be conveyed by a salesman selling these goods, and it is to correct this that we make the following announcement:

EVERY Gold Filled Case made by our Company bears our registered trade mark of "*A Winged Wheel*," and every Gold or Silver Case made by us bears our registered trade mark of "*A Maltese Cross*."

An experience of five years has satisfied the jewelry trade of Canada that every case bearing one of our trade marks, is just what it is represented to be and nothing else. The Company therefore respectfully ask the trade when they are buying watch cases to examine the stamps thoroughly, and see that they bear one of our trade marks as shown herewith, *as they absolutely refuse to guarantee any case which is not so stamped.*

THE AMERICAN WATCH CASE CO.,  
67 Adelaide Street West,  
TORONTO.



When you purchase a Gold Filled Case examine it carefully and see that it bears our Trade Mark of a "Winged Wheel." We guarantee no others.



When you purchase an 18 K. Gold Case examine it thoroughly and see that it bears this Trade Mark. We guarantee no other.



Every 14 K. Gold Case made by the A. W. C. Co., bears this well-known Trade Mark. Look for it. We guarantee no other.



Our "Lion" Gold Cases are universally admitted to be the best cheap Gold Case ever made. None are genuine without this Trade Mark. Look for it.



With the exception of our N. P. every Silver Case we manufacture bears this Trade Mark. No others equal them in quality. If they bear this impress you will be safe in buying them.



Our "PREMIER" 14 K. Gold Filled Screw Dust Proof Case is the cheapest and best in the world. You are perfectly safe in guaranteeing them to your customers and there is money in them for you.

## 67 ADELAIDE STREET WEST, TORONTO.

## LOOK FOR OUR STAMP IN EVERY CASE OF OUR MAKE.



## ROMANCE OF A DIAMOND.



VERY curious case has been exercising the authorities at the Cape, says the *Pall Mall Gazette*. In accordance with the law, which regards as stolen every diamond which a man sells or has in his possession unless its origin and pedigree are registered at the detective department, a man brought up for registration the other day a large diamond, worth some thousands of pounds,

which had, he alleged, been given to him long ago by his sweetheart. His story was that a certain lady, still living, and now the wife of another man, had found the stone and sent it to him fifteen or twenty years ago, inclosed along with a feather in a letter, begging him to accept it as a keepsake. The faithful lover had kept it all this time, he said, but now being hard up wished to sell it. He demanded, accordingly that the detective department should supply him with a permit. The detectives communicated with the lady. She, however, being a married woman, seemed in no way anxious to have a foolish romance of her callow youth revived, and professed to have no memory of any such transaction. Thereupon the mother of the claimant rummaged about and discovered the original autograph letter, feather and all. There it lies at the detective office—a faded relic of a sentiment long ago. It is a composition pervaded by as little wisdom as is usual in such things; but accident has attached to it a value more substantial than any, perhaps, which the recipient put upon it “when we two parted in silence and tears.” The latest news says the authorities believe the story, that the genuineness of the whole affair is in a fair way to be established, and that the happy owner will soon be enriched by the proceeds of a diamond which has so strange a history.

## CULLED FROM OUR U. S. EXCHANGES.

Seals have good appetites. It is calculated that 4,000,000 pounds of fish a day are required to feed the fair seal that the United States want to protect.

An invention by which writing can be transferred from paper to iron is the work of a Boston man, who has invented a hard ink with which he writes (backwards) upon ordinary paper. The paper is placed in a mould, melted iron is poured in, and when the hardened iron is removed it is found that while the heat burned away the paper, it did not affect the ink, but left the impression of the writing moulded into the iron. This discovery was made by noticing one day that the printing on an ordinary handbill that by accident had fallen into the mould was faintly transferred in this way.

A public sale of the factory of the Aurora Watch Company by the Master in Chancery has been advertised. The people of Aurora have not yet despaired, but hope that the purchaser will continue the business in that city.

Several seizures of jewelry were made last month by the

New York custom house authorities, the most notable being jewelry which is said to have been intended for Miss Fay Templeton, the actress. This property, which is valued at \$8,000, was found in the possession of Henry Hershy, a passenger on *La Normandie*, who, when taken before United States Commissioner Shields, stated that he is the valet of Howell Osborn and had been sent to this country to deliver the jewelry to the actress. The valet was committed to jail in default of \$5,000 bail.

Last week Judge Blodgett, of Chicago, rendered a decision in the suits of the Elgin National Watch Company and the American Waltham Watch Company against the Aurora Watch Company for infringement of patents in favor of the plaintiffs. The Court granted an injunction restraining the defendants from again infringing upon the patents in controversy. It is stated that suits will at once be instituted against other watch companies which are violating the rights of the Elgin and Waltham Companies.

The Waterbury Watch Co. have prepared an immense quantity of neat memorandum books, which they intend to send free of cost, in packages of 100 each to any retail watch dealer who sends a request. A blank space is left upon the last cover page of the books for the address of the dealer distributing them. This is an admirable advertising conceit, and every dealer should take advantage of the offer.

On the afternoon of Wednesday, August 15th, Royal E. Robbins, Treasurer of the American Waltham Watch Company, ran an excursion from Waltham to Nantasket Beach for the entertainment of such of the G. A. R. excursionists to Boston as are connected with the Elgin National Watch Company. When Treasurer Robbins heard of the presence of a large number of Elgin people he expressed a desire to provide an entertainment at his own expense and arranged this excursion and a banquet at the Arlington Hotel, at Nantasket. Mr. Robbins also generously provided attractive badges and neat menu cards. The Elgin excursionists numbered 112 persons.

According to Assignee Evans, all the ex-hands of the Aurora watch factory, with the exception of a half dozen or so, have been paid off. He says that the banks have disposed of all the watch movements they held as security, though they still have a claim of about \$15,000 against the company.

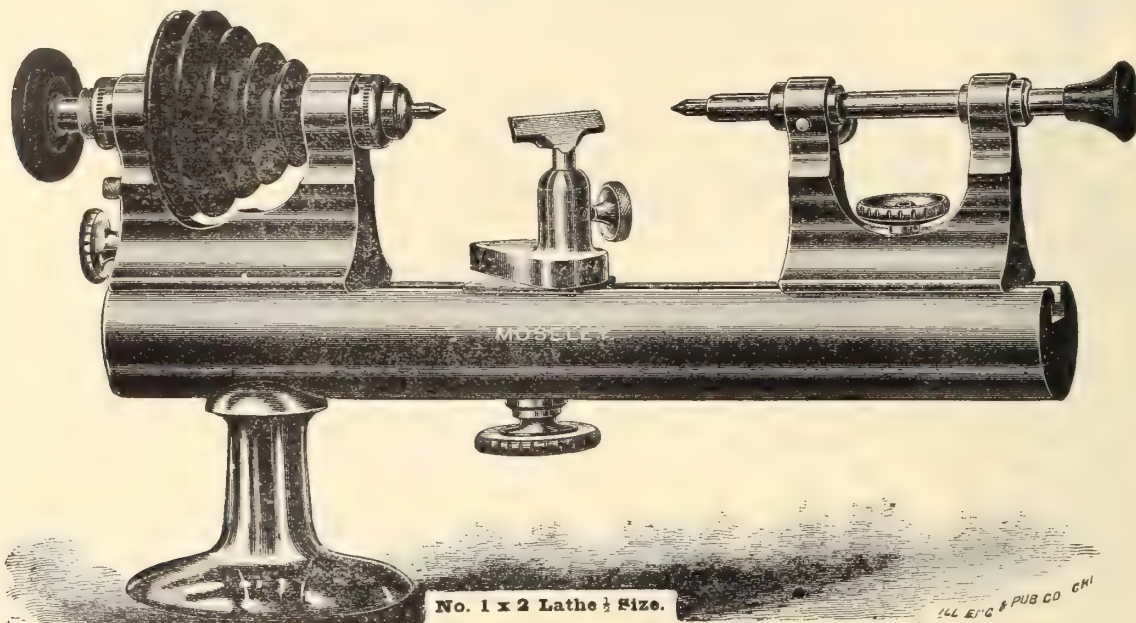
Penniman & Duke, jewelers of San Francisco, Cal., have made a five years' contract to take the entire product of the Otay watch factory and report large sales of the “Golden Gate” and “Native Sons” movements.

The National gymnasium just completed at Elgin, Ill., for the especial benefit of the watch factory people, is a model of completeness. Professor Everett, an athlete of experience, has charge of the establishment. The fees are \$10 per annum for men, and \$8 for women. During evenings the gymnasium is for the exclusive use of watchmakers, but all who are interested in physical culture in Elgin may use the rooms during the day by paying the annual fees. One hundred and fifty names are now on the membership roll.

The annual meeting of the stockholders of the Seth Thomas Clock Company was held on July 10, at Thomaston, Conn., and the officers for the ensuing year were elected as follows: Aaron Thomas, President; William T. Woodruff, Vice Presi-



QUALITY IS THE STANDARD OF VALUE.  
WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 Lathe 1/2 Size.



No. 1 x 2 WIRE CHUCK.

All our Chucks are stamped "Moseley" on the face and warranted.  
Cut of Chucks Full Size.

**Note.**—The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

**ALBERT KLEISER,**  
NO. 14 KING STREET EAST,

MARTIN'S GENEVA MAINSPRING


This is the finest Spring ever offered to the Trade in Canada. Send for sample doz. and be convinced.

Per Doz.

Martin's Springs for Waltham and Elgin Watches, 18 Size, - \$1 25  
" " for Swiss Watches, all sizes, - - - - - 1 00

For Sale only by A. KLEISER, Wholesale Dealer in Watch Materials of all kinds.

Sole Agent for the Dominion for the Moseley Lathe, -  
- - Wholesale Dealer in Watch Materials of all Kinds, -  
- TORONTO, ONT.

SEND TO **H. ELLIS,**   
WHOLESALE JEWELER,  
14 WELLINGTON STREET WEST,  
FOR A SELECTION PACKAGE OF NEW GOODS.



dent; L. S. Parson, Secretary; Seth E. Thomas, Treasurer; A. J. Hine, Assistant Treasurer.

The Lancaster Watch Company is now under the surveillance of the court, and is bonded for \$306,000. The liabilities are about \$90,000. D. Ramsay Patterson, of Philadelphia, has appointed his attorney, H. B. Swarr, assignee of the Keystone, while numbers of the stockholders ask for the appointment of a receiver to supplant the assignee. The employees who filed liens for wages due last spring have received the full amount, \$3,093. Things with the stockholders are still at stress.

## FROM ENGLISH EXCHANGES.

**THEFT FROM MESSRS. BENSON.**—Albert Arthur Cheshire, 17, of 70 Royal Road, Kennington Park, was charged last month with stealing eight gold and silver watches, the property of Messrs. Benson, jewelers and watch manufacturers, Ludgate Hill. The prisoner was junior clerk in the employ of the prosecutors, and nine watches were missed by Mr. Poulter. They belonged to customers. Afterwards the prisoner voluntarily went to Mr. Poulter and asked that he might have an interview with the chief manager. He then admitted to that gentleman that he had stolen the watches, and he gave up the pledge tickets. The alderman remanded the prisoner for inquiries.

**THE** matters in dispute between Messrs. Hutton & Sons and their workmen of the hollow ware department still remain unadjusted. The men, backed by the Stampers' Union, still maintain an attitude of hostility to the new price list. It is a remarkable fact that, although this union has been in existence for about forty years, this is the first affair partaking of its character either of a strike or a lock-out in which they have been involved.

**A NEW "TRUST."**—An Onyx Trust has been formed, with a capital of 1,500,000 dols., to control the production of all the quarries and mines in Mexico. The new company is to replace native labor, and develop the industry according to modern ideas, to which end it will run its own vessels between Vera Cruz, New York, Liverpool, Havre, and Hamburg. It will obviously take a large onyx crop to supply these ships with freight, and it is perhaps noteworthy in this connection, thinks the *Financial News*, that the gentleman who describes himself as the "Onyx Chief" dates from "Buncombe" County, North Carolina.

**THE MELBOURNE "UNION."**—An endeavor is being made to resuscitate the Jewelers' and Watchmakers' Union, which died out about three years ago, owing to various causes. The old rules are being adopted, and the chief thing provided for by these is the eight hours system. Although this system has for a long time past been observed in the principal shops in the trade, the work of the society will be to enforce it in those shops which at present do not practise this system. Another work of the society will be to take a stand with regard to the amount of "improver" labor which, it is alleged, exists in the trade to a considerable extent.

**THE** trowel used by the Prince of Wales in laying the foundation stone of the new Royal College of Music at Kensington

last month, and which is made from the metal of the corrugated boiler flues of the troopship *Prætoria*, was mounted in gold by Messrs. James Dixon & Sons, of Sheffield and London.

**THE** largest perfect diamond in the world is the Imperial, now in Paris. It is owned by a syndicate, which has offered it for sale at £200,000. It is cut, and weighs 180 carats, the greatest known weight of any cut stone in the world. It is exceptionable in color and brilliancy.

**A MAGNIFICENT DIAMOND.**—The Nizam of Hyderabad recently bought in Madras a magnificent diamond for 165,000 rupees, which is known as the Gordon-Orr diamond. The stone weighed before cutting 67½ carats, and after cutting 24¼ carats. It is described as being the best, purest, and most brilliant stone known to connoisseurs, and will be worn by His Highness in his puggaree, or crown.

**LONDON, ENGLAND, JULY 21.**—Francis Powell, a shareholder in the Burmah Ruby Mines Company, has attacked the board of directors of that corporation in a caustic communication to the *London Financial News* and a subsequent circular issued over his signature. Mr. Powell charges that the directors are unfamiliar with the business, that they have squandered the money of the company, and that they have otherwise failed to perform in an intelligent manner their duties. The letters have created a sensation in the trade, and it is likely that their influence will be felt in the election of directors soon to be held.

**THE** only news that comes from Amsterdam is that cleavages are in demand. None but little stones are selling, and the market remains practically the same as it was at the time our last report was written.

The Paris market is very quiet, hardly any but foreigners are buying, and there is no local speculation whatever.

Considerable business was transacted in London during the month, large parcels coming from the Cape at the reduced prices now ruling—some 15 per cent. lower than has been the order of the day for some months previously. Should the present quotations continue, there is no doubt that a large increase of business will be chronicled in the near future and that many of those merchants who have been driven out of the market temporarily will be tempted to return to the alluring art of getting the better of one's fellows in business.

**CORAL.**—Corals are appearing in great variety in the Paris and London markets, and will, it is thought, be worn this season very generally; and those who have put them away in an odd corner of their jewel case will bring them again into the light of day.

**DARING BURGLARY.**—The shop of Mr. Litchfield, Hanway Street, was burglarized last month and property to the estimated value of £600 stolen, including jewelry, ivory and enamel goods, and antiques. The shop is locked up at nights and a complicated arrangement of burglar alarms fitted to the doors and windows, but this did not deter the thieves, who must have planned the robbery for some time, and it would seem, also have known their ground.

**TO PART LEAD FROM GOLD.**—A correspondent desires to know how to part lead from gold. As lead melts at 617° F., and gold at 2000° F., melting the lead and recovering the gold would be about the most convenient and quickest method.



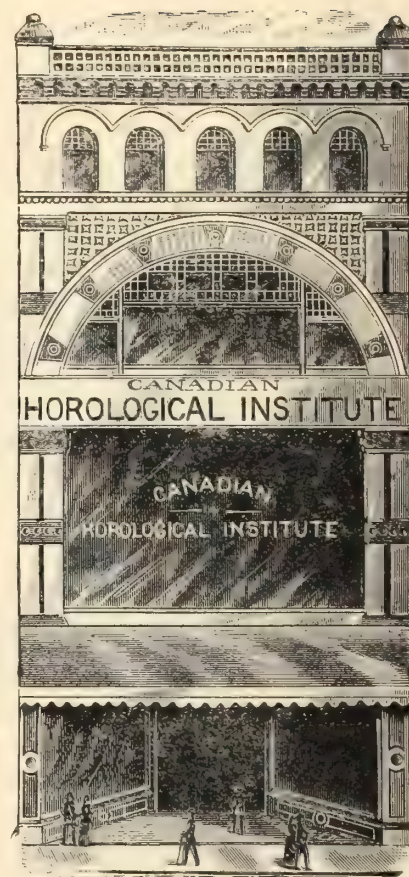
# .. The Canadian .. .. Horological Institute ..

133 KING ST. EAST,

©.....TORONTO.

H. R. PLAYTNER,

PROPRIETOR AND MANAGER.



I BEG to notify the readers of THE TRADER that The Canadian Horological Institute is here to stay. My ambition is to make this School second to none, and to win for it a reputation by *merit* only, through thorough attention and hard work.

Being from its commencement the instructor therein, and also the designer of the movement which the pupils are taught to construct, those desirous of instruction can rest assured that they will receive every attention, as it is my desire and object to turn out first-class watchmakers in every respect. A new prospectus is now in print and will be cheerfully sent to any address.

HENRY R. PLAYTNER.

## ENDORSEMENTS.

THIS CERTIFIES — That Mr. Henry Playtner has been in my employ for nearly three years, and I can truly say that he is a *first-class watchmaker*, quite competent to repair and replace any part in any high grade watch, including chronometers, minute repeaters, split seconds, etc. He is also industrious and honest, and is greatly devoted to his chosen calling; one of his traits is his ability, painstaking and eagerness to impart to others the knowledge which has taken him years of hard work and *persistent* study to acquire. I can confidently recommend him to all who wish to improve in the art of watchmaking. I may also say that he makes no idle or rash promises, my experience of him has been that he fulfilled to the letter whatever he agreed to do.

J. P. MILL, 445 Yonge St.

TORONTO, Aug. 19th, 1890.

THIS CERTIFIES — That we fully endorse The Canadian Horological Institute, and recommend the same to the favorable consideration of the trade.

EDMUND SCHEUER. ALBERT KLEISER. P. W. ELLIS & CO. W. K. McNAUGHT.



# EDITORIAL NOTES

## SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the jewelry business that they think would be of interest to the Trade generally.

R. WRIGHT, the Chesley jeweler, has placed his books in the hands of M. A. Holliday, for his creditors' benefit.

A. J. GRIGGS, jeweler of Ridgetown, Ont., last month assigned to Levy Bros., Hamilton.

J. M. MORROW, the New York agent of the Columbus Watch Co., was in the city last month on the business of the Company.

H. HUGHES, a jeweler in the employ of E. H. Allport & Co. of this city, had his hand severely crushed last month while working a power press.

ASSIGNED.—J. W. Power, who purchased the jewelry business of Davidson Bros., of Calgary, last year, has assigned for the benefit of his creditors.

ASSIGNED.—Robert J. Davey, retail jeweler of Port Hope, has executed an assignment to Mr. R. E. Gunther of Toronto, for the benefit of his creditors.

CHARLIE ADDISON, Ottawa's young but veteran jeweler, reports a brisk trade for the season so far, and looks forward to a prosperous year ahead.

HOW CHRONOMETERS ARE RATED.—We direct the attention of our readers to the very interesting and instructive article in this issue, showing how chronometers are rated for the navy of the United States.

R. RUSSELL, the lightning traveller of Levy Bros., Hamilton, has just returned from a flying trip to the North-West and British Columbia. He reports trade very good and great prospects ahead.

LOOK OUT FOR THEM.—There seems to be a good deal of counterfeit Canadian silver abroad at present, principally 25 and 50 cent pieces. Dealers had better keep their weather eye open for them.

THE ST. JOHNS FAIR.—The people of St. Johns, N. B., propose holding a grand International Exhibition in their city from September 24th to October 4th. We trust they will make a big success of it.

AN ENTERPRISING JEWELER.—R. A. Trapnell, retail jeweler of Windsor, N. S., has recently moved into a new and handsome store and the local papers give him a vigorous puff for his enterprise.

MR. SYDNEY LEE, of the firm of T. H. Lee & Son, who has been laid up for the past six weeks with a bad attack of typhoid fever, is convalescent and expects soon to be around again as usual amongst his customers.

A CREDIT TO THE FIRM.—The contract for the Hamilton Band Tournament medals, was awarded to Thomas Lees & Son, of that city, who deserve great credit for the elegant trophies they furnished the winners.

SERVED HIM RIGHT.—A man named Richard Delahunt recently stole \$200 worth of jewelry from J. Chesley, at River Herbert, N. S., and was sentenced to two years in the penitentiary for his smartness. Served him right.

H. G. LEVETUS, the portly but genial western representative of the Montreal Optical Company, has just returned from a business trip to Europe. He says he will be on the road very soon with a splendid line of new goods that the trade will want to see.

W. F. SELL, of Strathroy, dropped in on THE TRADER on his way home from a most enjoyable trip up to Macinac. He was accompanied by his brother Andy from California, who is visiting his old home for the first time after an absence of six years.

THE ILLINOIS WATCH CO. is working up a very large foreign trade in England and Australia. Last month they opened up a new vein by sending a shipment of over \$5,000 to Central America. Their Canadian trade is also said to be increasing very fast.

C. H. A. GRANT, Manager and Secretary of the Montreal Watch Case Company, has been putting in his holidays at Murray Bay. His

Company are busy getting up a new line of cases to be known as the "Progress," which Mr. Grant thinks will capture the market.

P. W. ELLIS & Co. have opened an office in Winnipeg for the convenience of their western trade. It will be under the management of their old and reliable traveller, Mr. A. W. Dixon, who will make the metropolis of the north-west his headquarters in future.

DISGORGED.—The young man named Anderson whose almost successful attempt to swindle Wm. Moss, jeweler of Springhill, N. S., was fully detailed in our last month's issue, has, out of respect for his family, been allowed to go after disgorging the money he had obtained.

CALL AND SEE THEM.—The Goldsmiths' Company invite the jewelers who may visit the Exhibition to make their office their headquarters while they stay in the city. They have every facility for the dispatch of business, and the trade are invited to make themselves perfectly at home.

AN ADVENTURER by the name of Baron Von Katscher, of Vienna, has succeeded in fleecing a number of Montrealers, among whom is French Consul Schwab, the well-known watch importer, who cashed a bogus \$300 check. He is said to be a real baron, but a black sheep of his family.

READ THE ADVERTISEMENT of Edmund Scheuer in this issue regarding the merits of his "Pioneer" roll-plate chains, but instead of cutting out the piece and pasting it in your hat, let it stick to your memory long enough to get you to call and examine them when in the city during Exhibition.

BACK AGAIN.—Mr. Pitt, the former representative of P. W. Ellis & Co., in the Province of Quebec, has found himself unable to keep out of the jewelry business, and will again represent the old firm over his favorite territory down east. His many friends in the trade will be glad to see him on the road again.

A GOOD GUESSER.—The *St. Thomas Journal* says that a jeweler in that city some time ago offered a gold watch to the person guessing nearest to the number of beans in a glass dish in his window. The lucky man was a Mr. J. P. Smith, of Toronto, who guessed within nine of the correct number, which was 3,389. A good guesser, certainly.

JEWELERS' DIRECTORY.—We have to thank Mr. C. F. Denison for a copy of his "Standard" Directory of the Manufacturing Jewelers of the United States and Canada. The "Standard" is the pioneer directory of its kind in the United States, and gives a great deal of valuable information about the trade in a very concise and accessible form.

A RICH MINE.—A dispatch from Port Arthur on the 5th of last month says that "The Badger Company of this place shipped to-day to Newark, N. J., a car of silver ore, containing 33,559 pounds and valued at \$45,000. This is the richest car ever shipped from Port Arthur and is the product of the Badger's new vein for less than one month's work."

MR. WILLIAM LEWIS, a manufacturing jeweler of this city, nearly lost his wife last month by a singular accident. Mrs. Lewis was eating her dinner, when a piece of meat lodged in her throat which she was unable to extricate. A doctor was at once summoned, who fortunately managed to get it out, but the shock to her system has left her in a very critical condition.

DISSOLVED.—The firm of Beeton & Playtner of this city, was last month dissolved by mutual consent, Mr. Beeton retaining the original watch repairing business on Leader Lane and Mr. Playtner taking over the recently started Horological Institute. Mr. Beeton's old friends in the trade will now be able to find him at the old stand every lawful working day in the year.

A GOOD SHOWING.—The export trade of Canada reached \$24,480,043 last year, an increase of \$8,333,325 over the previous year. This is the best showing since 1883 and will be bad reading for those political Jeremiahs who are constantly lamenting that the country is going to the "demnation bow-wow" as fast as a dishonest and incompetent government can help it along.

LADIES' FILLED CASE.—The ladies gold filled case manufactured by the American Watch Case Co., is now fairly in the hands of the trade, and both as regards finish and quality is all that could be wished





For Time, Appearance and General Satisfaction,

THE

# WATERBURY WATCH

Is UNEQUALLED by any other low-priced Watch  
IN THE WORLD.

THERE is a larger percentage of profit in the sale of WATERBURY WATCHES than ANY Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

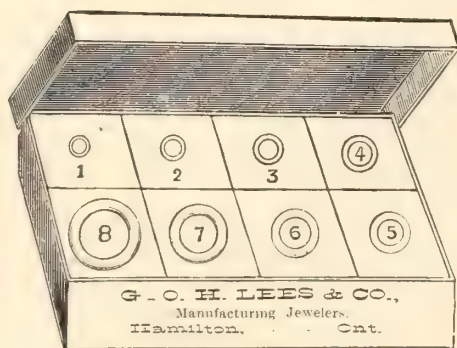
NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.

**THE WATERBURY WATCH CO.,**

81 KING STREET EAST,

TORONTO, ONT.

SORTED



ROLLED PLATE and SILVER JUMP RINGS conveniently done up in boxes holding one gross each, assorted in eight useful sizes.

R. P. . . . . \$1.25 per gross.  
Silver . . . . . 1.50

Order a box of each to start with, and afterwards order by number any quantity you may want. You will find this a very good system. Sent by mail on receipt of price.



FRIENDSHIP RINGS. Nice Patterns. Well Finished. Sell quick. Silver, with Bangle, \$2.00 per dozen. Silver, with Initials, \$2.50 per dozen. Gold, with Bangles or Initials, \$5.20 per dozen. Sent by mail on receipt of price.

On account of rise in value of Silver, we have been obliged to raise the price on Bangle Bracelets.

1 Dozen, \$2.45. 2 Dozen, \$4.60. 3 Dozen, \$6.75.

Assorted Patterns. Sent by mail on receipt of price.

G. H. LEES & CO.,

Manufacturing Jewelers, Watchmakers & Engravers, Hamilton, Ont.

**T. WHITE & SON,**  
**MANUFACTURING JEWELERS,**

LAPIDARIES & DIAMOND SETTERS,

**RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.**

Canadian and Foreign Stones, Rubies, Sapphires, etc., Polished and Mounted for the Trade.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

**C. W. COLEMAN,**

**10 KING ST. WEST, (up Stairs,) - - TORONTO.**

**WATCHMAKER TO THE TRADE.**

Importer and Dealer in **GRANDFATHER CLOCKS,**

**QUARTER TING-TANG AND CHIMES.**

ESTIMATES FURNISHED FOR TOWER CLOCKS.

**W. COATES & BRO.,**

JOBBERS IN

**JEWELRY AND WATCHES,**

**BROCKVILLE, ONT.**



for, while the price is low enough to commend them to every jeweler that has a trade for such goods. They are the nearest approach to a solid gold case that the trade have yet seen.

**ROBBERY.**—The store of J. S. Atkinson, of Hopwell, Albert County, New Brunswick, was burglarized on the night of the 31st July, and watches to the amount of over \$400 stolen. Two men named Welsh and White were subsequently arrested for the robbery and on trial convicted. One of them was sentenced to the penitentiary for three years and the other for two and half years.

**THE OLD RELIABLE** house of R. F. Simmons & Co., manufacturers of roll plate chains, announce to the trade that their chains still lead the U. S. procession, in spite of all attempts of other makers to give them their dust. They have a lot of new and very desirable patterns out for this season's trade and our readers will do well to see them before they complete their purchasing.

**A. R. HAKMAN**, the Canadian representative of the Waltham Watch Company, has been enjoying the ocean bathing at Prout's Neck, Maine, during the past month. His Company express themselves as well satisfied with their trade in Canada last year, and they ought to be, as their representative here has put in some very telling work since he became a resident of the burg of Montreal.

**A FREE EXHIBIT.**—Mr Edmund Scheuer invites the jewelers who visit Toronto during the Exhibition to visit his warehouse and inspect, free of charge, his immense and varied stock of fancy clocks, bronzes, etc., in this line. Mr. Scheuer has for years made a specialty of these goods, and his free horological and art exhibit should attract every member of the craft who desires to keep abreast of the times.

**A FINE SHOW-ROOM.**—Simpson, Hall, Miller & Co. are fitting up a first-class show-room on the ground floor of their factory at 18 De Bresoles street, Montreal. The offices and show-room, which have heretofore been on the first flat up-stairs, will now be much more convenient for customers. Manager Whimby states that trade is good with his Company, and they have plenty of work ahead for some time to come.

**HARRY MANNING**, the genial western representative of T. H. Lee & Son, took a trip down to New York last month, to purchase the fall goods for his firm. As our readers well know, Mr. Sydney Lee, who usually buys for the firm, has been laid up for some weeks with typhoid fever, and being unable to take the trip, the firm showed its confidence in Mr. Manning's taste and judgment by sending him down in his place.

**MR. ALFRED EAVES**, the popular President of the Canadian Jobbers' Association, and Mrs. Eaves were passengers on the steamer *Three Rivers* which ran aground during a storm on Lake St. Peter. They were on their way to the seaside for a short holiday, but had to return to Montreal again before finally reaching their destination. Mr. Eaves is well pleased with his business so far this year and thinks the prospects for the fall trade are excellent.

**A PHILANTHROPIC CLOCK MAKER.**—According to the will of the late William L. Gilbert, the recently deceased millionaire clock manufacturer, a \$500,000 educational college, to be called the Gilbert Educational Institute, is to be established and endowed out of the estate. The terms of the endowment are peculiar, and show that Mr. Gilbert was intolerant as regards tobacco, beer and spiritous liquors, the users of which are to be excluded from any advantages the college may afford.

**SIMPSON, HALL, MILLER & Co.** the well-known electro plate manufacturers of Montreal, are having a fine assortment of their goods got ready for exhibition at the Toronto Industrial Exhibition of this year. Jewelers visiting the Exhibition should not fail to look it up and inspect it carefully. They invite the inspection of the jewelry trade, and will take particular pains to give them all the information about the goods, prices, etc., that they may desire. Don't fail to pay it a visit when at the fair.

**APPRECIATE A GOOD THING.**—The truth of the advertising maxim, "be sure you have the right kind of goods and then fire away and let the public know it," is well exemplified by the experience of Messrs. E. & A. Gunther of this city, as set forth in their letter in this issue of THE TRADER. Messrs. Gunther's experience could be duplicated by every wholesale house in Canada that has used our columns for the

purpose of making known the merits of their goods. The trade not only read it carefully, but as a rule keep it for reference.

**WORTH EXAMINING.**—The jewelry window exhibit of George E. Trorey, of this city, is well worthy the inspection of every member of the trade. Although it has the merit of being cheap and easily within the reach of every jeweler in the country, it is none the less an effective symphony of gold, blue and white, the chief ingredients of which are Ellis' new white paper cards, and Hemming's blue jewelers' cotton. These and Mr. Trorey's admirable taste in the arrangement of the goods exhibited, have made his window a big attraction to the public for a couple of weeks past.

**REMOVAL.**—The many friends of Mr. George Chillas will be pleased to learn that he is now comfortably located in his new office in the Ellis building, 33 Wellington street east, next door to Messrs. P. W. Ellis & Co. Mr. Chillas has had his new premises fitted up very handsomely, and invites not only his friends, but the trade generally to call and make his office their headquarters while in the city during the Exhibition week. There are now nine wholesale jewelry houses on this "Maiden Lane" of Toronto, within a compass of two blocks.

**MR. CHARLES WRIGHT**, who for the past two years has had the management of the American Clock and Jewelry Co. of this city, has recently become one of the principal stockholders in the Gold and Silver Trading Co. of Toronto (limited), and has accepted an offer from that corporation to take the management of the watch repair department of their business. Mr. Wright has a deservedly high reputation as one of the most skillful watchmakers in this city, and under his able supervision the Company can rest satisfied that ample justice will be done to the watches entrusted to them for repairs.

**THE HOROLOGICAL INSTITUTE.**—As will be seen by the advertisement on another page of this issue, the Canadian Horological Institute will hereafter be carried on by Mr. Henry Playtner, who has purchased the entire control of it from the firm of Beeton & Playtner. As will be seen from the high testimonials which Mr. Playtner publishes, he is not only a first class watchmaker himself, but is in every way qualified to impart instruction to young men who desire to avail themselves of the facilities afforded by the Institute. If you want any information about the institution over which Mr. Playtner presides, drop him a line and he will cheerfully answer your inquiries.

**AN OLD WATCH.**—The Lunenburg, N. B., *Progress* has been shown the watch carried by Capt. D. C. Jessen, of that town, during an expedition against the Indians in 1758. It is in the possession of Jessen Rudolf, to whose ancestors it was willed by Capt. Jessen. It is an old-fashioned watch, with solid gold cases, and is still doing active service, and ticks away as merrily as it did on the morning of September 8, 1758. As a part of its history, it was lost for forty years and was finally found between the floors in a garret of the old house on Pelham street, known as "old barracks," and the person who found it used to declare that it was ticking lively and loudly at the time.

**GOING FOR HIM.**—In reference to the failure of Meyer Moss, sr., of Moncton, N. B., some of the Toronto creditors say that they will absolutely refuse to make a compromise with him. The reason given is that some of the goods which help to make up his liabilities were purchased by him and put into stock only a few days before he assigned and when he must have known he was insolvent. For these goods they insist on being paid in full, and unless this is done they propose to seek the aid of the law as far as it will go. That Mr. Moss recognizes the justice of this contention, is evident from the fact that he has since paid some of them in full as demanded.

**R. H. JUPP**, the athletic lacrosse player and jeweler of Orillia, managed to scare up enough business to land him in Toronto on the 23rd of last month. Of course the celebrated championship lacrosse match between Cornwall and Toronto had nothing to do with the trip, but all the same R. H. was on the grounds when the ball was faced. R. H. is perhaps like some other merchants that we know of, they can always scare up enough business to take them either to Toronto or Montreal whenever an important lacrosse match is on the tapis, but their business fortunately never interferes with their enjoyment of the game. Mr. Jupp says that business is good with him, and prophesies a good trade ahead.





# The Montreal Optical & Jewelry Co., Ltd.

**Warehouse and Factory, 1685 Notre Dame St. Montreal.**

P. O. BOX 1054.

**ONLY MANUFACTURING OPTICIANS IN CANADA.**

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

## OPTICAL GOODS

Ever Shown in the Dominion.

*Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles*  
**AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.**

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

## Montreal Optical and Jewelry Company, Limited.

## The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES  
 ORIGINAL  
 DURABILITY  
 GUARANTEED.



# J.G.C. & CO.

(TRADE MARK.)

FINISH ALL  
 THAT  
 COULD BE  
 DESIRED.

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

## J. G. CHEEVER & COMPANY,

**NORTH ATTLEBOROUGH, MASS., U.S.A.**

GEO. P. WAGNER.

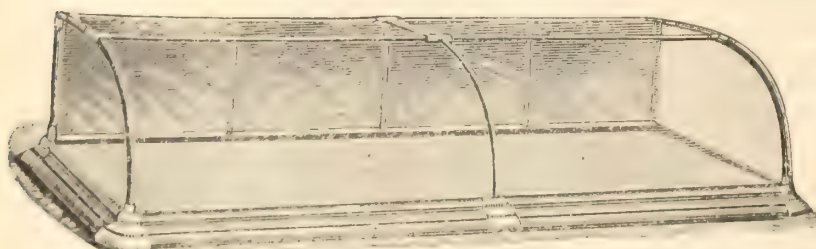
CARL ZEIDLER.

D. C. WAGNER.

## DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.

(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver  
 Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

**Show Rooms, Head Office and Factory: West Toronto Junction, Ont.**



THE ACME SILVER CO. have now got fairly settled down in their new factory on Hayter street, and their improved facilities for manufacturing are already beginning to tell in the quantity of work they are turning out. The new building is very convenient, and when the contemplated improvements are all completed, will be one of the largest and best equipped factories of the kind on the Continent. The show-room and offices are finished in varnished oak and present a very handsome appearance. Manager Parker showed us a large quantity of goods which were being got ready for a customer in Australia, in which country the Company have for some time been doing a large and constantly increasing business.

WE REGRET very much to learn of the death of Mr. A. C. Anderson's youngest child, on the 17th of last month. What makes the affliction much more severe, was that the sad event was totally unexpected, Mr. Anderson having gone on his British Columbia trip only the week before, and left his family all in their usual good health. The news reached Mr. Anderson by wire while he was at Brandon, but on account of the distance he was unable to be present at the interment. We are sure that every member of the trade will join THE TRADER in offering to Mr. Anderson their warmest sympathy and condolence in the affliction through which he and his family have just been called upon to pass.

A CONUNDRUM EXPLAINED.—*The Guide* is apparently anxious to find out "why the winged wheel, which is the Trade Mark of the American Watch Case Co., has a place on the frontispiece of THE TRADER if it be not to protect the interests and sound the praises of that Company." Well, if *The Guide* won't give the secret away, we will just whisper for its benefit that the original of the present frontispiece of THE TRADER, was designed by an artist in Germany, (winged wheel and all) about the year 1883, or at least three years before the American Watch Case Co. came into existence. After lying in our desk for years, it was, with some slight modifications, adopted for our new heading and sent to a Toronto engraver for execution in August, 1888, or nearly a year before the A. W. C. Co. adopted it as one of their trade marks. Perhaps *The Guide* will now be able to see the connection. We can't!

THE CANADIAN WATCH MOVEMENT FACTORY.—*The Jeweler's Weekly* announced last month: "It is quietly rumored about town, (Hamilton, Ont.) that a number of capitalists held a meeting in this city last Saturday for the purpose of establishing a watch factory here, one that will be first-class in every respect. The capital stock will be \$1,000,000, of which \$250,000 is said to have been already subscribed." As usual one has to go from home to learn the news, and from the above it is evident that the *New York Jeweler's Weekly* knows more about the proposed watch factory in Hamilton than people in Canada do. Enquiries in Hamilton elicit the fact that the principal jewelers of that city know nothing of the proposed watch factory, and do not think that there is any foundation for the report. We should say that after their experience with a comparatively simple clock factory, Hamilton capitalists will hardly care to tackle anything so complicated as the manufacture of watch movements.

AN OLD JEWELRY HOUSE.—The house of Simons Bros. & Co., of Philadelphia, the well-known cane and thimble manufacturers, this year celebrate the 50th anniversary of their business career. This career has not only been a long but an honorable one, so much so that wherever the house is known its name is a synonym for honorable and upright dealing. The goods of their manufacture have a large sale in Canada, and those dealers who have most thoroughly tested their quality are the most ready to testify to the value of their trade mark as an unfailing index of good value and honest goods. The house, although well up in years, has not fallen behind in the race for business; on the contrary, it is fully abreast of its competitors in the introduction of tasty and saleable novelties. The many members of the trade in Canada who have handled their goods will join THE TRADER in wishing the house a long lease of business prosperity.

MR. JAMES RYRIE, of Ryrie Bros. of this city, has just returned from a very pleasant outing of three weeks, spent on the banks of the Nipigon. The party of which Mr. Ryrie was a member, had a most enjoyable time, and came back to business looking decidedly healthier and more robust for their residence amidst the invigorating breezes of Lake

Superior. As is well known, Nipigon is one of the most celebrated trout streams in Canada, and naturally Mr. Ryrie's friends were prepared to listen to some very interesting, but of course truthful stories, about this branch of sport, on his return. Their astonishment may be imagined when that gentleman informed them that the party had really been unable to catch as many fish as they could eat. They all say that James may be a good enough fisherman in a practical way, but he lacks the first instinct of the average American fisherman in not being able to put the frills on after they have been hooked. He may improve, however.

ADVANCE IN SILVER CASES.—As predicted in our last issue, the rise in silver bullion has caused a decided advance in silver cases, both in Canada and the United States, ranging from ten to fifteen per cent. As this advance was only just sufficient to cover the extra cost of the silver at the time it was made, it is not improbable that another advance will take place before long, as silver bullion has since jumped up ten cents per ounce. It is now over \$1.20 per ounce, with a strong probability of reaching \$1.29 in the near future. The manufacturers of sterling silver ware have also been compelled to raise the price of their goods, and it is not improbable that the electro plate manufacturers will be forced to follow suit before long. Silver is now 30 per cent. higher than it was a year ago, and unless electro plate manufacturers have had much larger profits than we think they have had, they can ill afford to shoulder such a loss as this advance on one of their most important ingredients must necessarily entail upon them.

A NEW FIRM.—Since our August issue went to press, the old firm of A. H. Welch of this city, has been reorganized by the introduction into it of Mr. Thomas Blatchford, a young gentleman well and favorably known amongst the business men of Toronto. Mr. Blatchford brings considerable financial strength to the firm, and will take the management of the office, a task for which his long training with the wholesale house of Wm. Brown has eminently qualified him. The new firm have bought out the business of the American Clock and Jewelry Co. on Yonge street, and will remove their Adelaide street factory and store there as soon as the necessary alterations can be effected. Amongst the trade, this purchase is generally regarded as a good move for the firm, and they should have no trouble in working up a large and profitable business, as the stand is one of the best in the city, and has been well and favorably known to the public for several years past. We wish the new firm success.

DEATH OF A. S. MURRAY.—The trade will regret to learn of the death of Mr. A. S. Murray, retail jeweler of London, Ont. Mr. Murray was one of the oldest and at one time the largest retail jeweler in the city of London, if not in the Province of Ontario. He was born near Embro in 1848, and when a young man came to London and learned the jewelry trade with his brother, Mr. Hugh S. Murray, whose business he assumed a few years later. Since then he has been uninterruptedly connected with the jewelry trade until within a short time of his death. Mr. Murray was a worthy member of the South London Presbyterian Church. He also belonged to St. George's Lodge, No. 42, A. F. and A. M., was a companion of St. John's Chapter, No. 3, Royal Arch, a frater of Richard Cœur de Lion Preceptory, No. 4, Knights Templar, a member of the Independent Order of Foresters and the Royal Arcanum society. He was 42 years old and leaves a wife and four young children, three of whom are girls.

A CREDIT TO CANADA.—One of the finest silver trophies ever manufactured in Canada was on exhibition here last month, belonging to the Military Rifle League of the Dominion, and was won in the recent contest by the 54th battalion, of Windsor Mills, Quebec, of which Lord Aylmer is commander. The material of which the trophy is made is known as "old silver and oxidized ware," and the design is a most artistic one. The cup proper stands on a base 22 x 16 inches, on the corner of which are figures of Canadian soldiers kneeling and in the act of firing, and miniature field guns, representing each branch of the militia which competed. On the summit of the trophy is a figure of a Canadian volunteer wearing the range uniform. A scene is engraved on a plate in the front of the cup representing a field day on the ranges. The whole thing is 31 inches high. The Montreal Britannia Co. are the manufacturers, and the workmanship is not only a credit to them, but to the manufacturing interests of Canada.



# DO NOT BE DECEIVED

By the loud talk and profuse use of printers' ink  
concerning "Plated Seamless Wire."

Wire made with gold solder presents a

## PERFECT GOLD SURFACE

And is practically Seamless.

---

## THE IMPORTANT THING IS QUALITY.

*WHAT IS THE THICKNESS OF GOLD USED?*

*THAT IS WHAT CONCERNS THE CONSUMER.*

---

## QUALITY ASSURED, TROUBLE AVOIDED

If you use the

## R. F. S. & CO.

## ROLLED GOLD PLATED CHAINS.



MR. BUSCH, of the late wholesale firm of Rothschild & Co., of this city, which made its exit from the Canadian jewelry business a few years ago in anything but a favorable way for the creditors of that concern, paid a business visit to Toronto last month, for the purpose of disposing of a stock of cheap, low quality diamonds, and if one can believe the stories told by the retail trade, met with a considerable amount of success in his venture. If this is true, it certainly says but little for the retail jewelers who patronized him, nor does it afford a great deal of encouragement to the honest Canadian wholesale jewelers and diamond dealers to see the trade patronize these trade birds of passage in such a liberal manner. We have not the slightest doubt that quality considered, our own Canadian diamond merchants can and are willing to sell honest goods as cheaply as any jobbers from abroad, and we think they certainly should get the preference over people of the stamp and mercantile record of the gentlemen above referred to.

AN ENJOYABLE TRIP.—Last month Messrs. M. C. and Willie Ellis, of the firm of P. W. Ellis & Co., started north on a two week's camping cruise amongst the wilds of Muskoka. Most of the time was spent in paddling along streams, running rapids, making portages, exploring lakes and having a good time generally. Although the work was hard and the fare plain, these gentlemen enjoyed the trip most thoroughly; and although they came home hardened in muscle and tanned in complexion, they both succeeded in laying up a store of health, that we trust will carry them along in good shape until they can get another chance of a similar outing. If they do not change their minds they propose next year to push their way clear through to Hudson's Bay, a feat hardly ever attempted by white men. One thing is pretty certain, however, if they once start out on the trip, they will get there, unless something bigger than Niagara blocks their way. It is this faculty of overcoming difficulties, which seems to be inherent in every member of the firm, which has doubtless proved one of the main factors in their very successful mercantile career.

RECOLLECTIONS OF GENERAL GRANT.—We have to thank Mr. George W. Childs, of Philadelphia, for an advance copy of his new book, entitled "Recollections of General Grant." While this work contains much new matter that will be of great interest to every admirer of General Grant, and will undoubtedly raise him higher in the estimation of the American people, its value is somewhat marred by the vein of egotism which runs through it, making the great hero of the late civil war seemingly play an inferior part on the stage of public affairs to the gentleman who writes the book. We have always had a high opinion of Mr. Childs as a public spirited man, whose generous gifts in England have done much towards drawing the two great Anglo-Saxon nations closer together, and we are sorry that in this work he seems to evince such a strong desire to bring these good deeds before the notice of the public. Outside of this failing the book is of great interest, and will be eagerly read by every person who desires to fathom the undercurrents of American political life during the past twenty years. We commend a perusal of its pages to our readers.

AN ABLE STORY.—One of the strangest stories that we have yet seen about the enterprise of those impudent and noisy little English sparrows, is told by the *Sarnia Observer* as follows: "The town clock stopped at 4½ Thursday morning and Mr. Williams on going to ascertain the cause found that the hands had been securely tied down by strands of twine and grass. The mischief had been done by a pair of English sparrows, who had selected the angle formed by the hands as a suitable site for a nest. The movement of the hands interfered with their plans, and the birds evidently put their wits to work to devise a remedy that would secure the stability of their nest. Their first scheme was to wind the shaft on which the hands are pivoted round and round with grass and cords. That failing, they tied the hands to each other and to the framework in such a manner that it took considerable time and a great deal of labor on Mr. Williams' part to remove the obstructions. The engineering skill displayed by the birds in accomplishing their object showed that they possessed reasoning powers of no mean order, besides an amount of industry and perseverance in gathering the necessary material within the few hours at their disposal that it is almost incredible."

IT'S ENGLISH, YOU KNOW.—A good laugh has been had over a recent order-in-council which runs as follows: "The Prime Minister is of opinion that the only question with respect to the spelling of such words

as "honour," "favour," "labour," "honourable" and the like is what is the mode now accepted by the best authorities in England. It appears to him to be obvious that the same system should obtain in all portions of the British Empire, and on a reference to the best dictionaries and encyclopedias now in use in England it will be seen that those words are spelt with the "u" and that such forms as "labor," "favor," "honor," "honorable," etc., are apparently confined to the United States with the exception of some few instances where they have been adopted in Canada. The Prime Minister, in consequence of this reference, has taken occasion to enquire into the mode of spelling these words in official and legislative use in England, and he has ascertained that the "u" is in all such cases retained, and he therefore recommends the issue of instructions to the effect that in all official documents in the *Canada Gazette* and in the Dominion statutes the English practice be uniformly followed." It is truly wonderful how great minds can occupy themselves with such absurdly small matters as the above.

A THIEF DETECTED.—Happily for the good name of the craft, dishonesty amongst the employees of our jewelry firms is of such a rare occurrence as to be specially noted when an instance does come to light. Several months ago P. W. Ellis & Co., wholesale jewelers, began to miss articles of jewelry from their stock. They set a number of traps to catch the thief, but so cleverly was his work done that they could form no clear idea as to who the real culprit was until last month, when suspicion fell on Edward Griffiths, a porter for the firm, who lives at 33 Water street. Acting Detective Watson was engaged to work up the case, and the evidence against Griffiths was so well founded that he felt justified in searching his house. There he found a brass clock, a gold fob chain, a hair chain and other articles, which were identified as the Messrs. Ellis' property. After the recovery of the jewelry Griffiths was at once placed under arrest. It is alleged also that while known by his true name—Griffiths—by his business acquaintances, he has been living under the name of Dwyer with a woman to whom he is not married, his wife having separated from him some time ago. On being arraigned before the Police Magistrate, Griffiths pleaded guilty to the charge, and was sentenced to three months in the Central Prison.

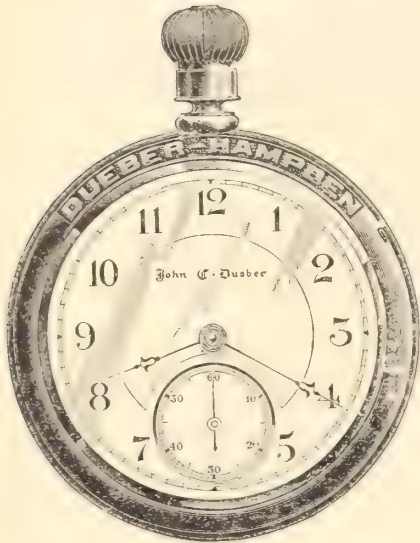
A GROWING INDUSTRY.—During THE TRADER'S visit to Montreal last month, he took the opportunity of inspecting the roll plate chain factory of Messrs. Bolt & Co. of that city. The manufacture of rolled plate chains is a comparatively new industry for Canada, and we were more than astonished at the thorough manner in which this firm has fitted up their factory, and the perfection to which they have already attained in the manufacture of these special goods. Their machinery is of the latest and most approved kind, and they have imported workmen of tried skill from the United States to superintend every department of the business. At present they show a range of two hundred and fifty different patterns of Albert chains, which are first-class, both in design and finish. As regards quality they guarantee them to be exactly what they are represented, and from what we saw we should say that any guarantee that these gentlemen make will be carried out to the very letter. The manufacturing is under the personal supervision of Mr. Bolt, a workman of long and varied experience in the manufacture of jewelry, while the office work is done by our old and esteemed friend Mr. Millar, formerly of Quebec, whose reputation for straightforward honest dealing stands second to none in the province.

THE *New York World* still keeps up its pretence of supplying watches at cost to the dear public, in order as it alleges, to expose the monopoly and defeat the extortion of the watch trust, as it terms the U. S. Watch Manufacturers' Association. That this pretence is false, is amply proved by the fact that if, as they allege, they pay the same price for the watches (which they sell at cost) as do the retail jewelers of the United States, then it must follow as a matter of course that they are not hurting the watch trust, for they are, according to their own showing, paying them exactly the same exorbitant rate of profit as they have always had. Any one can see that if this is their object, they have gone the wrong way about attaining it, and all the good (if they have accomplished it) is to damage to a considerable extent the trade of every retail jeweler in the United States and Canada by scattering broadcast one of the secrets of their business, and cutting off one of their chief sources of profit. The *World's* dodge is so thin that we can only





# LEAD THEM ALL.



**"JOHN C. DUEBER."** Nickel, 15 Ruby Jewels, in settings adjusted to heat and cold, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator. Specially guaranteed to be the best time-keeper in the world for the price, and superior to any other full plate Watch made outside of the Hampden Watch Factories.



**RAILWAY SPECIAL.** Nickel, 17 extra fine Ruby Jewels in Gold Settings, Jeweled Centre, magnificently damaskeened and finished, Bevel Head Gilt Screws, 14k. Gold Patent Regulator, Expansion Balance, perfectly compensated and accurately timed to Position and Isochronism, Double Sunk Glass, Enamel Dial, with Red Marginal Figures, Breguet Hair Springs.



**206.** Fine Nickel Movement, 11 Jewels in Settings, Compensation Balance.



**DUEBER.**—Nickel, 15 Ruby Jewels in Settings, Sunk Second and Circle Dial, Upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator.



**THE DUEBER WATCH CO.**—Nickel, 11 Jewels in Settings, Patent Regulator, Roman Circular Dial, Spade Hands.



**THE DUEBER WATCH CO.**—Gilded, 11 Jewels in Settings, Compensation Balance, Patent Safety Pinion.

## WILLIAM ALLEN YOUNG,

SOLE CANADIAN WHOLESALE AGENT

Bank of Commerce Building,

LONDON, ONT.





# WATCHES FOR WATCHMAKERS.

---

We call your attention to our new movements : 18 Size Hunting and Open Face  
"SPECIAL RAILWAY." "JOHN C. DUEBER," "DUEBER," "DUEBER WATCH CO."  
**NOTHING BETTER MADE FOR THE PRICE.**

---

Please examine and compare them with the class of Movements the Trust asks you to buy, at about the same prices, and in some instances, 25 per cent. in advance.

You will see after an impartial examination of these Movements how little chance there is to sell Combine goods, as soon as our Movements are shown to the entire trade.


Why they wanted a Combine must be plain to you by this time.

"They cannot compete with the class of goods we make."

We hope in conducting your business you do not run it on the plan of a benevolent institution, buying goods for charity's sake, holding up a Combination of Manufacturers, who cannot and dare not sell their goods in open competition, on their merits.

THE DUEBER WATCH CASE MANUFACTURING CO.

---

  
**DUEBER-  
HAMPDEN  
WATCHES**

Adjusted, are put up in Silverine Skeleton Cases.

Do not have any of the Pendant Setting humbug  
attachments.

18 Size, will in future for Canadian trade have 24

Hour Dials.

May now be had either "named" or "nameless."

On top for Correct Time.

On top for Intrinsic Value.

On top for square dealing and an honest profit for  
all those who handle them.

---

Electros supplied to dealers who wish to advertise Dueber-Hampden Watches and Cases. Write for Price List and Samples of above new movements if you have not already placed order.

**THE TRADE ONLY SUPPLIED.**

---

Address all communications to

**WILLIAM ALLEN YOUNG,**

Bank of Commerce Building,

**LONDON, ONT.**

Sole Canadian Wholesale Agent for the Sale of

**HAMPDEN WATCHES.**





## NEW GOODS JUST ARRIVED.

Latest

Novelties in

**American Jewelry  
and Solid Gold Rings**

Beautiful Designs and large Variety.

**Ingraham Walnut Clocks**

NICKEL ALARMS. CLOSE PRICES.

Waltham and Standard  
Watch Movements.

Canadian Gold-Filled  
Silver Cases,

Watch  
Materials

etc.



# A.C. ANDERSON & Co

## WHOLESALE JEWELLERS

16 WELLINGTON ST. EAST TORONTO.



characterize it as a mean, unmanly and untruthful attempt of a great paper to boom its circulation by damaging the business of a respectable class of tradesmen who never did it any harm. If their action does not prove a veritable boomerang, we shall have a smaller opinion of the intelligence and love of fair play of American citizens than we have hitherto held.

**AN ENJOYABLE GATHERING**—On Monday, August 11th, a very pleasant Pic-nic was enjoyed by the employees of P. W. Ellis & Co. with their families and friends, at Victoria Park. The weather was all that could be desired by the most fastidious, the catering good, and fully appreciated by all who partook of it. The athletic sports were entered into with a spirit which shows that the day's outing was enjoyed by all. Among the visitors were M. Woodmancy, representing Potter & Buffington, Providence, R. I., and Mr. N. I. Ashton, representing Messrs. Kent & Stanley, Providence, R. I., who enjoyed the day's pleasure immensely. In the evening the prizes were distributed by Mr. R. Y. Ellis, and consisted of a number of valuable articles contributed by the friends of the establishment. Mr. P. W. Ellis, in response to a call, was received with hearty applause. He spoke of the benefit derived from such gatherings, and the stimulus given to all to push forward for the common weal. He was pleased to meet so many who had been years in the employ of the firm, and trusted they might have many such gatherings. The whole proceedings passed off without a hitch, and those present were one and all of the opinion that the committee of management, consisting of Thomas D. Ellis, W. Bruce, E. Harrison, G. Harding and J. Hinckley, well deserve the vote of thanks tendered them for their services. Mr. T. D. Ellis occupied the responsible position of referee during the athletic contests, while Mr. J. A. Pitt officiated as starter.

**AMERICAN TOURISTS.**—Messrs. Jno. L. Sheppard and Chas. E. Fogg, of the Keystone Watch Case Co., of Philadelphia, passed through this city last week on their way home, after having had a most enjoyable trip up through the St. Lawrence and Lake Ontario. While at Quebec, they inspected the Citadel, and like any other old veteran of the American Rebellion, John L. was very anxious to find out all about the strength and equipment of this famous fortress. While satisfying their curiosity they came across a small cannon at the centre of the parade ground, which, as the inscription sets forth, was captured by the British at the famous battle of Bunker Hill. This, when the guard's back was turned, John L. tried to spirit away by concealing it underneath his coat tail, but his patriotic effort to restore this venerable trophy to the U. S. was detected by the guard's watchfulness, and that gentleman was reluctantly compelled to depart without the much coveted piece of artillery. John L. is not by any means the first American patriot who has longed to annex this relic for the purpose of wearing it as a watch charm, and it is probable that he will not be the last. If this piece of artillery has finally to go over the border for any such purpose, we would just as soon see John L. wearing it as any man we know of, for no American gentleman of our acquaintance could wear it more gracefully than he could, and it might serve the important and necessary purpose of blowing the "snide" filled case, of which John L. is such an implacable enemy, out of existence.

**HOW THE "TRADER'S" QUERY WAS NOT ANSWERED.**—In reply to the query contained in one of our last month's editorial notes, headed "People who live in glass houses," the *Journal Guide* endeavors to draw a red herring across the trail by giving an emphatic contradiction of, and making a \$500 bluff about, a charge that neither *The Trader*, nor anyone else, so far as we know, ever made against it. Its reply is simply putting up a man of straw, and not only knocking him down, but actually kicking him for falling. The *Guide's* bluff and bluster about not being the organ of the Charles Stark Co., or its *alias*, the Toronto Watch Case Co., has nothing whatever to do with the point at issue, and is simply so much dust kicked up in order to withdraw attention from our query. If the *Guide* can keep cool long enough to read carefully the note it has done us the honor of putting at the head of its editorial columns, it will find that our query was a simple request that it would take time to explain to the retail jewellers of Canada just what connection it has with the Charles Stark Co., who manufacture watch cases, under the name of the Toronto Watch Case

Co. and who, if the trade might judge by its advertisements in the *Guide*, furnished the inspiration for the charges made by that journal against *THE TRADER* and the American Watch Case Company." The *Guide's* attempt to enlist sympathy by charging *THE TRADER* with attempting to back cap it, is the veriest bosh, and comes with exceeding bad grace from a journal which has just been clearly convicted of the very crime which it is so eager to fasten upon us. The trade, as well as *THE TRADER*, are still waiting for a straightforward and intelligent answer to our original query.

## OUR HELP COLUMN.

**THE TRADER** aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

**A N A SALESMAN**, with extensive acquaintance with the Maritime Provinces' trade, would like a position to handle either watches and jewelry or materials and tools. Good references. Address, A. S. L., care of *TRADER* PUB. Co., Toronto.

**A RARE CHANCE** for a young man wishing to start business in a good live village, with a population of about 2,000. The owner will sell all or part of stock to suit purchaser. Good reasons for selling. Address, *RETAILER*, care of Edmund Scheuer, 11 Wellington St. West, Toronto.

**FOR SALE**, one Hopkins' lathe and attachments, one Hopkins' pivoting duck, one Snyder bezel chuck and one bow lathe. Also old established Toronto business with large repair trade, splendid chance for young man. Address, J. Wood, 202 Berkeley St., Toronto.

**FOR SALE.**—A Whitcomb 1½ Lathe (soft) with Webster foot-wheel counter-shaft; 7 wire, 2 wheel, 1 screw and 8 cement chucks, and 1 saw arbor with 3 saws, 1 emery wheel and 4 steel centres. Also full kit of watchmakers' tools, with good will of a good repairing business. Address, Box 48, Sunderland, Ont.

**FOR SALE.**—In a town of about 4,000 inhabitants, a well-established Jewelry Store, in connection with a Book, Stationery and Fancy Goods. Will sell watches, clocks, jewelry, silver-ware, optical goods, tools, material, safe and benches. Owner retiring from the business. Or will sell all and rent store. Stock about \$500. Correspondence strictly confidential. Apply J. A. G., care of Goldsmiths' Co., Toronto.

**SITUATION** wanted as watchmaker, or under instructions preferred, four years' experience, can furnish best of references. Address, "WATCHMAKER," 55 Gould St., Toronto.

**SITUATION** is open to an experienced Watchmaker. Reference required as to habits. Apply immediately to H. POLLOCK & Co., 454 Main St., Winnipeg.

**SAFES.**—Second hand, good as new, very cheap. Fire-proof, 42 in. high, 33½ wide, 27 deep, price \$70. Burglar and fire-proof, 47 x 33½ x 30, price \$225. Burglar and fire-proof, 61 x 50 x 35½, price \$590. 10% for cash. All with the latest improvements. A. C. ANDERSON & Co., Toronto.

**SITUATION WANTED** by young man 21 years of age, to work under instructions in good shop. Good salesman and book-keeper. Address, Lock Box 303, Creemore, Ont.

**SITUATION WANTED.**—Watchmaker with five years' experience in a first class city shop desires situation. Has a complete kit of tools including an American lathe and attachments. Address, B. I. Z., care of *TRADER* PUB. Co., Toronto.

**SITUATION WANTED.**—By young man, where he would have a chance to improve, who has worked two years at the trade. Can do all kinds of plain watch, clock and jewelry repairing. Wages not so much matter as a good place. Can give best of references. Address, WATCHMAKER, Box 85, Glasgow, Ont.

**WANTED.**—In Nova Scotia a good Watchmaker and Engraver. Steady employment to a steady man. Address, NOVA SCOTIA, care of *TRADER* PUB. Co., Toronto.

**WANTED** situation as improver to watchmaking, can do all ordinary work. I have had four years experience and can furnish best of references. Address Box 131, Owen Sound.

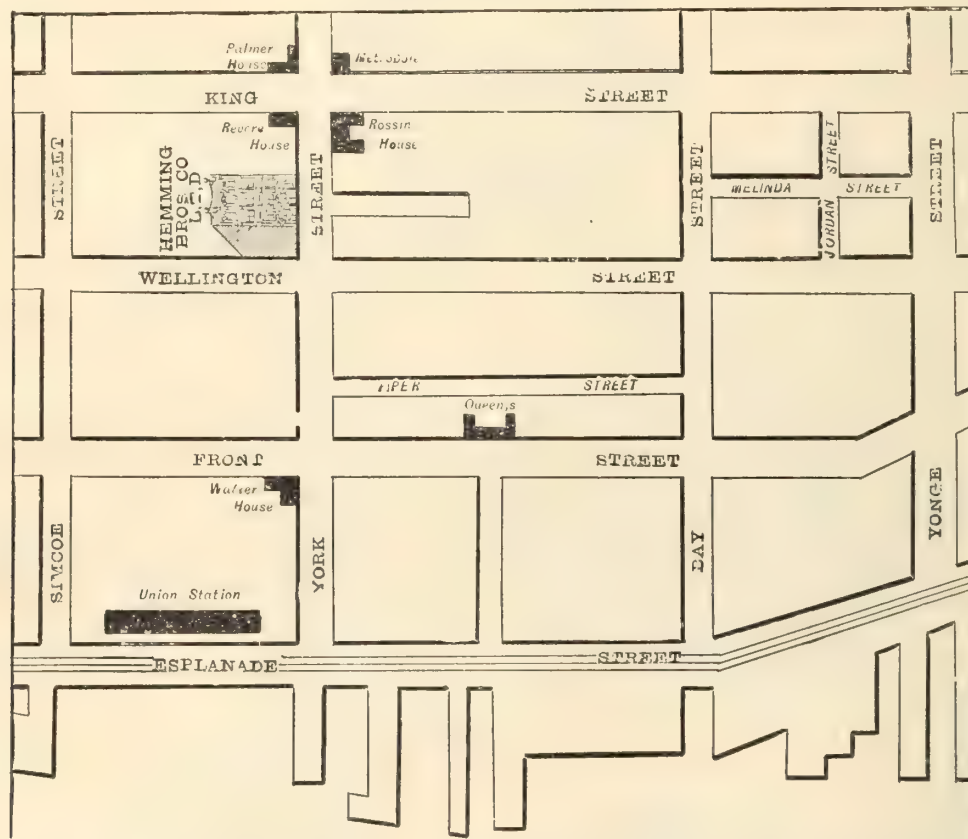
**WATCHMAKER AND JEWELER** wants permanent situation. Have had six years' good experience, can furnish best of references, have full set of tools. City preferred. Address, JAMES PAUL, Ayr, Ont.



# HO ! FOR 76 YORK ST.

## AND THE TORONTO EXHIBITION.

Study this Map and you will see how convenient **76** is to the Union Station and all the best Hotels.



Stop at **76** on your way from the Station. Make **76** your Parcel Office. Have all your Letters addressed to **76**. Meet your friends at **76**. Look at the Goods at **76**. Buy what you want to at **76**. But DON'T BUY at **76** what you don't require or what is not the very best value. Come and see us at **76**, for we want to have a "shake" at any rate.

# THE HEMMING BROS. Co.

(LIMITED)

## TORONTO, - ONTARIO.

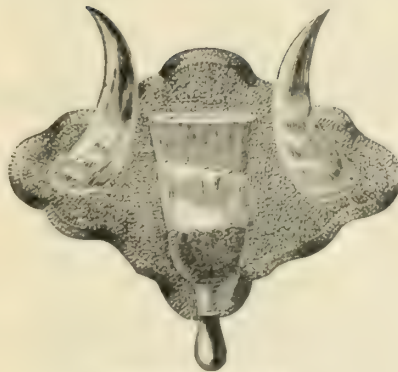


# HORN \* GOODS.

We wish to ask the especial attention of those jewelers who deal in Fancy Goods to this latest addition to our line. We believe that there has never before been offered a line which so completely combined usefulness and attractiveness. The finish of our horn goods cannot be excelled. We have also aimed at strength and durability as will be seen by the substitution of strong chains for the American practice of using flimsy ribbons. We show below a few designs to give an idea of the line, and will send an illustrated list with full prices to any one writing for it.



WHISK HOLDER.



WHISK HOLDER.



WHISK HOLDER.



DUSTER HOLDER.



INKSTAND.



PERFUME STAND.



LADIES' COMPANION.

*The HEMMING BROS. CO., Ltd.,*

**76 YORK STREET, TORONTO.**



# NEW HAVEN CLOCK COMPANY

ALWAYS TO THE FORE.



LOWEST PRICES - - - -

MOST SALEABLE PATTERNS

- - - - NO STICKERS

E. & A. GUNTHER, - TORONTO.

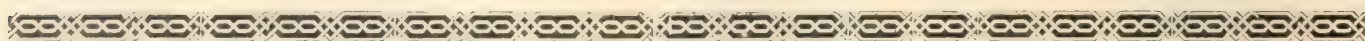
CANADIAN AGENTS.



Goods well bought are half sold ; therefore buy your Clocks from a regular Clock Jobbing House, who have selected the best and only the best sellers.

We have all facilities for rapid and careful shipment.

STAPLE PATTERNS ALWAYS IN STOCK.



We are also **SOLE CANADIAN AGENTS** for the

## Warner System of Electric Time Clocks.

ESTIMATES FOR TOWER OR PUBLIC BUILDING CLOCKS GIVEN ON APPLICATION.



## WISE AND OTHERWISE.

CHIEF—"Have you got any clues?" Subordinate—"No, but I've caught the criminal." Chief—"Well, you must go out and get a few clues. It will never do to break established rules you know."

HE LIKED TO CALL.—Sweet Girl—"If it's just the same, Mr. Mashuer, you needn't trouble yourself to call any more." Mashuer (earnestly)—"Oh, thanks: it's no trouble at all—I like to call."

TELEGRAPH CLERK (reading message)—"What's this? Will marry you whenever you wish!" Aged Spinster—"Yes, do you think it is too forward? It's my first offer and I'm afraid he'll get away."

LORD NOODLES—"Aw, I say, captain, what is that land we see ovah there?" Captain—"That is America, my lord." Lord Noodles—"Ye don't say! I thought America was a larger country than that."

A NATURAL MISTAKE.—Maud (near-sighted)—"Do you see those two canes stuck in the sand over there with a bathing suit hanging on them?" Madge—"Those aren't canes, dear; that's Miss Slinlim sunning herself."

FIRST SMALL BOY—"Say, why is a lamp-post like a watchman?" Second Small Boy—"Give it up." First Small Boy—"Because it's out all night." Second Small Boy—"Ah, what yer giving us? It's a-light all night where I live anyway."

MRS. WATTS—"Did you enjoy your summer trip very much?" Mrs. Potts—"Oh, just moderately. I might have enjoyed it better if the city papers had not come every day and made me realize that I was 150 miles away from a bargain counter."

NONE OF HIS AFFAIRS.—During a melo-dramatic performance a stout lady began to sob violently. Anxious husband—"Come, my dear, let us be going; this is too much for your feelings." "What does it matter to you so long as I am enjoying myself?"

MRS. GOLD—"You are tipsy again. You'll bring us to the poor-house by your drinking." Jeweler Gold—"Y'r (hic) staken, m' dear. The bes' 'thorities agree that the frequent ush er (hic) 'ohol keeps stock bright an' is indispensable to the chie' 'cess o' er jewelry business."

MRS. GAZZAM—"Mr. Jaysmith is a man of great penetration even if he is inclined to be miserly." Gazzam—"Penetration? Oh, yes, everybody knows of his penny traits."

ARTHUR DE GALL—"Old woman, d'ye know any mawriage-able young country ladies suitable to a fellah like me?" Gran-ny Sharpe (with a look of disapproval at the young man's single eye glass): "Wall, Deacon Smiley's got a gal they say is addled, she mought take yer."

"UNCLE JOHN," said little Emily, "do you know that a baby that was fed on elephant's milk gained twenty pounds in a week?" "Nonsense! Impossible!" exclaimed Uncle John, and then asked: "Whose baby was it?" "It was the elephant's baby," replied little Emily.

"TRAVELLER (to old engine-driver)—"I s'pose in your long life on the road you have met with more or less mishaps?" Engine-driver—"Oh, yes, lot's of 'em." Traveller—"Probably run over dozen's of people?" Engine-driver (with pride)—

"Dozens? I've run over hundreds?"

"MAY I take a kiss before I go, dearest?" said George, as he prepared to depart. "You may borrow one, George," said charming Jennie, "but you must not take one, for mother has repeatedly cautioned me against giving kisses to anyone." So George was obliged to borrow.

"WHEN I think of the wrongs committed on the American Indian," exclaimed the distinguished lecturer, "I blush for my country!" The hireling in the gallery turned the red light on the impassioned orator, and the audience applauded with wild enthusiasm. The blush was a magnificent success.

"WHAT's the matter?" asked the stage manager, who noticed that something was going wrong during the grave-digging scene in Hamlet. "It's the first grave-digger," whispered Horatio, "he says that unless the manager sends him at once the price of a

good supper, he's going to eat the loaf of bread that they're using for Yorick's skull."

A PREJUDICED man, like some textile material, is cut on the bias.

FISH AND FLESH—"Why does Mr. Lank go so often to fish?" "He expects to gain flesh."

PROFESSOR—"Yes, gentlemen, Columbus owes his glory, at least in part, to the fact that America had not been discovered before."

FIREPROOF—"I thought that building was fire proof," remarked Burns, as he looked at the ruins. "Well, it's pretty good proof of a fire just now, anyhow," remarked Underwriter.

WHAT is the definition of an old maid? A woman that has been made a long time.



THE WANING OF THE HONEYMOON.

GROOM—"A ring around the moon is a sign of rain."  
Bride (sweetly)—"And a ring around a woman's finger is a sign of—"  
GROOM (sadly)—"Reign."—The Jury.



# SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

## Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

***OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.***

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

All our Flat-Ware bears this Trade Mark

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.



Every Piece is Stamped Thus.

TRADE MARK FOR



HOLLOW WARE.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN  
**EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.**

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

**FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.**





A. M. BROCK,

IMPORTER OF

WATCHMAKERS'

AND

JEWELERS'

MATERIALS.

KINGSTON, - - - ONT.

JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

J. S. MURRAY & CO.

GENERAL AND ORNAMENTAL

ENGRAVERS,

ROOM 58,

YONGE STREET ARCADE, - TORONTO.

## DETROIT OPTICAL INSTITUTE.

A PRIVATE SCHOOL OF PRACTICE.

Instruction on the Eye.

Visual defects and their correction.

Manipulation of Trial Lenses, Ophthalmoscope, etc., etc.

*Students continue practice until confidence and ability assured.*

FOR PARTICULARS ADDRESS

**JOHN S. OWEN, M.D.,**

142 West High St., - DETROIT, MICH.

LOOK AT THESE PRICES FOR

WATCH REPAIRING FOR THE TRADE.

|                                        |        |
|----------------------------------------|--------|
| BALANCE STAFFS, . . . . .              | \$1.00 |
| CYLINDERS, . . . . .                   | 1.00   |
| HOLE JEWELS, ordinary, . . . . .       | .50    |
| LEVERS, . . . . .                      | 1.00   |
| LEVERS, straight line, . . . . .       | 1.50   |
| DIALS, plain, . . . . .                | 1.00   |
| DIALS, with seconds, . . . . .         | 1.25   |
| PALLETS, Swiss or English, . . . . .   | 1.00   |
| PINIONS, ordinary, . . . . .           | 1.00   |
| PIVOTS, where piece permits, . . . . . | .50    |
| HAIR SPRINGS, flat, . . . . .          | .75    |
| HAIR SPRINGS, Breguet, . . . . .       | 1.50   |

10% discount when cash accompanies order, and I will prepay return postage. Save time by sending your work to

**BILLINGS, the Watchmaker,**

208 Dundas Street, - - LONDON, ONT.

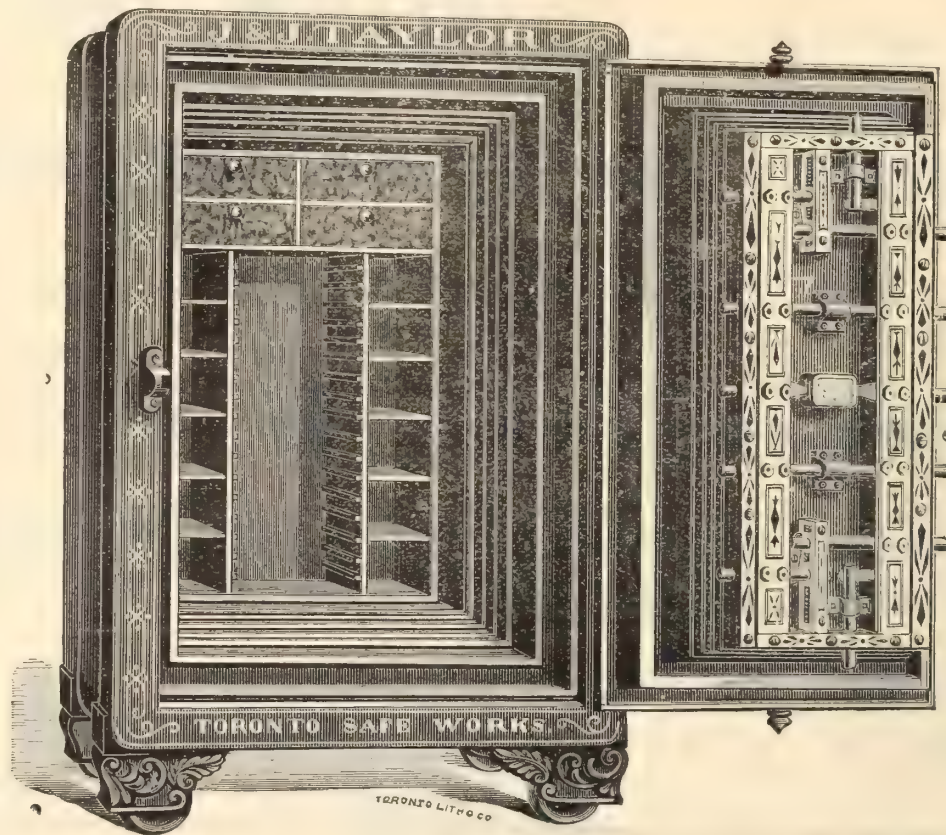


# SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S

NEW STYLE

JEWELERS' SAFE,



DOUBLE TONGUE AND GROOVE  
FIRE-PROOF DOORS.

WITH

## J. & J. TAYLOR, TORONTO SAFE WORKS.

**I**N ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

### FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

**T**HE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

### DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

### TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

**J. & J. TAYLOR,**  
TORONTO SAFE WORKS,  
117 and 119 Front St. East, Toronto.





# A TELEPHONE CONVERSATION

## WITH THE TRADE.

---



*A. W. C. Co.*—Hello, Central!

*Central.*—Yes, who do you want?


*A. W. C. Co.*—Give us the Retail Jewelers of Canada.

*Retail Jewelers.*—Hello, who is it that wants to speak to us.

*A. W. C. Co.*—THE AMERICAN WATCH CASE COMPANY, of 67 Adelaide Street West, Toronto, is speaking, and they just want to inform you that they absolutely refuse to accept any responsibility for any Gold, Silver or Gold Filled Watch Case unless it bears one of their Registered Trade Marks.

*Retail Jewelers.*—That's all right, but just tell us what are your registered trade marks?

*A. W. C. Co.*—Our trade mark on all Gold and Silver Cases is a “**Maltese Cross**,” () and on all Filled Cases a

“**Winged Wheel**,” () and when you are buying Cases always look for these stamps. If they are stamped with one of them our Company will guarantee the quality and workmanship of the Case, no matter who sells it to you.

*Retail Jewelers.*—That's first-class as far as it goes, but why don't you name your Filled Cases so that we can order exactly what we want from our jobber?

*A. W. C. Co.*—We have done so. In 14 K. Filled we make two different kinds of O. F. Screw Cases, the “**Premier**” and the “**Cashier**,” and one Hunting Case called the “**Cashier**.” In 10 K. Filled we make the “**Fortune**” in Open Face and Hunting. Every one of our Filled Cases has one of these names stamped in it in plain letters right above our trade mark of the Winged Wheel, so that you can't make any mistake about them.

*Retail Jewelers.*—Thanks! We will certainly bear these things in mind when next we buy cases. In the meantime let your Company keep right straight along as you have heretofore done and give us first-class goods that we can swear by. We want to sell honest goods that we can conscientiously recommend.

*A. W. C. Co.*—Thank you, gentlemen, your advice is first-class, and we will always try and deserve your confidence. Good-bye.



# THE GOLDSMITHS' STOCK COMPANY OF CANADA, (LIMITED)

48 YONGE STREET,

- - - -

TORONTO, ONT.

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## *ANSONIA CLOCKS.*



**GOLD AND SILVER HEAD CANES AND UMBRELLAS.  
GOLD PENCILS AND PENS.  
SILVER AND GOLD THIMBLES.**



## *WATCHES.*



**ENGLISH GOLD AND SILVER JEWELRY.  
AMERICAN ROLL PLATE JEWELRY.  
DOMESTIC GOLD AND SILVER GOODS.**



Close Prices and Short Credits.



Prompt and intelligent attention given to Mail orders.



OCTOBER, 1890.



# T. H. LEE & SON.

## OUR SELECTION OF AMERICAN JEWELRY

FOR THIS SEASON has been so much appreciated that we have had to make further importations to supply our customers.

## OUR DIAMOND AND OTHER GEM RINGS

ARE UNEQUALLED, AND AS WE CARRY THE LARGEST STOCK OF

American Movements,  
Gold, Silver and Filled Cases,  
Chronographs, Repeaters  
and Split Seconds,

OUR CUSTOMERS CAN RELY ON HAVING THEIR WANTS SUPPLIED.

## T. H. LEE & SON,

WHOLESALE JEWELERS,

1 WELLINGTON ST. EAST, - TORONTO.





**P.W. ELLIS & CO.**

31 WELLINGTON ST. E., - TORONTO.

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We will not say that we are

**THE CHEAPEST CLOCK HOUSE**

**IN THE DOMINION.**

Our Customers can prove this by getting our  
prices. We handle only Staple

**CLOCKS**

**IN IRON, WALNUT AND NICKEL,**

And carry an immense Stock, therefore can  
ship promptly and save delays.

A Trial Order will prove prices and prompt  
shipment.

---

See our Material Department ad. Page 28.





# The Goldsmiths' STOCK COMPANY OF CANADA (LIMITED)

October, 1890.

Activity has characterized every Department since the opening of Fall Trade.

Our Specials in the Watch Line have been the feature of the business, and, while swelling our sales, have given great satisfaction to all customers. We have kept the line as full as possible, and our Travellers start this month for sorting trade with stocks no Jeweler can afford to pass without inspection.

Everywhere we have been congratulated on our sample line of AMERICAN JEWELRY. For variety, for value, for novelty, for taste in selection, you need not go anywhere else. Our Travellers have the assortment.

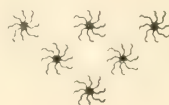
Verging toward Holiday Trade we ask special attention to our announcement on Page 6.



# WATCH DEPARTMENT.

## FILLED CASES.

**P**RICES in these goods we cut close. Our assortment includes all desirable lines. They are fitted with Gold Bows, an essential feature, and our desire is to put in the hands of the Retailer such goods alone as will be satisfactory to the consumer. Do not destroy confidence in a really meritorious article by handling any lines that are not made by thoroughly responsible and reputable manufacturers. We have some Nobby Patterns in Ladies' Goods.

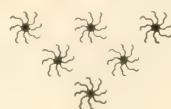


## GOLD CASES.

See our Embossed Pattern. This is the Richest and most Artistic Design in the Market. Made in all sizes.

A Large Assortment of Fine Engraved Ladies' Cases, and Heavy Weights in Gents' Presentation Goods.

Prices in these are so low that any dealer can afford to carry a fair stock.



## SWISS WATCHES.

Special Value in Silver Chatelaines and Ladies' Hunters, also a few very nice goods for fine trade.

## LADIES' AMERICAN GOLD WATCHES.

Several hundred Choice Engraved Goods at a Specially Attractive Price. Write for a few on approval.

## MOVEMENTS.

The Regular American Goods with a few desirable lines of Swiss.

The Goldsmiths' Stock Company of Canada, Limited.



# PAILLARD NON-MAGNETIC MOVEMENTS

OPEN FACE AND HUNTING.

## 18 SIZE AMERICAN.



No. 45. Nickel, 15 Ruby Jewels, in Gold Settings, Adjusted, Patent Regulator, Double Sunk Dial, Breguet Hair Spring.

No. 47. Gilt, 15 Jewels in Settings, Adjusted; Patent Regulator, Double Sunk Dial, Breguet Hair Spring.

## 16 SIZE.



No. 71. Nickel, 20 Jewels, Adjusted, Patent Regulator.

No. 72. Nickel, 18 Jewels, Adjusted, Patent Regulator.

No. 73. Nickel, 16 Jewels, Adjusted, Patent Regulator.

No. 74. Nickel, 15 Jewels, Adjusted, Patent Regulator.

## 16 SIZE.



No. 81. Nickel, 15 Jewels, Adjusted, Patent Regulator.

No. 82. Gilt, 15 Jewels, Adjusted, Patent Regulator.

No. 83. Gilt, 11 Jewels.

No. 84. Gilt, 7 Jewels.

NOTE. For full description of these Movements consult Price List.

These Movements contain the justly celebrated Paillard Non-Magnetic Compensation Balance and Hair Spring, and are superior to any other make.

**THE GOLDSMITHS' STOCK CO. OF CANADA Ltd., Canadian Agents.**

The Goldsmiths' Stock Company of Canada, Limited.



## Ansonia Clocks.

It goes without saying that the fancy clocks of the Ansonia Company, for uniform excellence of quality, and for novelty and merit in artistic design, are practically without rivals. Some of their low-priced lines of Black Walnuts are imitated by goods of inferior finish, but when it comes to Presentation

goods, Fine Bronze Clocks, Polished Brass Clocks, Black Marble Clocks, Antique Oak Clocks, they are practically without competitors. Our sample room contains a large selection of the best designs, and we have received a fresh supply of the large Ansonia Illustrated Catalogue—new edition, 1890. No jeweler should be without one, especially when they are offered gratis. Write The Goldsmiths' Stock Company of Canada, Limited, Toronto, for Catalogue and Price List.

\* \* \* \* \*

Goldsmiths' Stock Company of Canada, Limited, Canadian Agents for Ansonia Clocks.



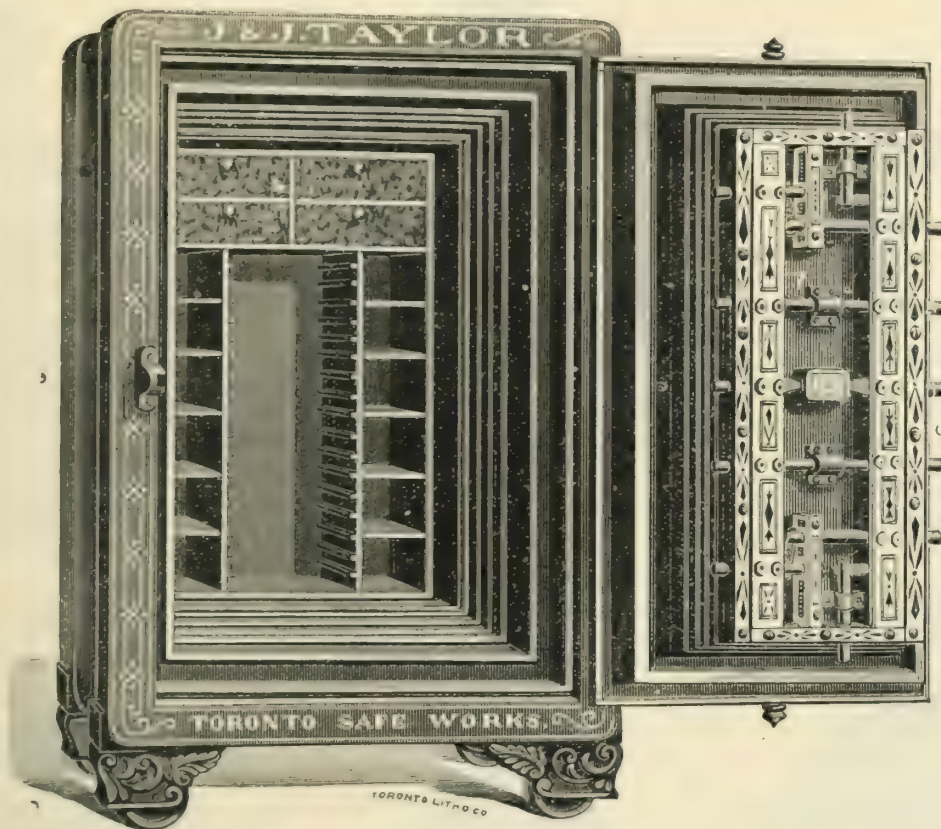


# SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S

NEW STYLE

JEWELERS' SAFE,



FIRE-PROOF DOORS.

DOUBLE TONGUE AND GROOVE

WITH

**J. & J. TAYLOR, TORONTO SAFE WORKS.**

**I**N ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

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**TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.**

and which we maintain is the best fire proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

**J. & J. TAYLOR,**  
**TORONTO SAFE WORKS,**  
 117 and 119 Front St. East, Toronto.





**BUY WATCHES THAT ARE WATCHES.**



**"JOHN C. DUEBER."** Nickel, 15 Ruby Jewels, in settings adjusted to heat and cold, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator. Specially guaranteed to be the best time-keeper in the world for the price, and superior to any other full plate Watch made outside of the Hampden Watch Factories.



**RAILWAY SPECIAL.**—Nickel, 17 extra fine Ruby Jewels in Gold Settings, Jeweled Centre, magnificently damaskeened and finished, Bevel Head Gilt Screws, 14k. Gold Patent Regulator, Expansion Balance, perfectly compensated and accurately timed to Position and Isochronism, Double Sunk Glass, Enamel Dial, with Red Marginal Figures, Breguet Hair Springs.

**206.** Fine Nickel Movement, 11 Jewels in Settings, Compensation Balance.

**DUEBER.**—Nickel, 15 Ruby Jewels in Settings, Sunk Second and Circle Dial, Upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator.



**THE DUEBER WATCH CO.**—Nickel, 11 Jewels in Settings, Patent Regulator, Roman Circular Dial, Spade Hands.

**THE DUEBER WATCH CO.**—Gilded, 11 Jewels in Settings, Compensation Balance, Patent Safety Pinion.

**WILLIAM ALLEN YOUNG,**

SOLE CANADIAN WHOLESALE AGENT,

Bank of Commerce Building,

LONDON, ONT.





# WE ARE THE LEADERS

AND HEREAFTER  
ALL WATCH COMPANIES  
MUST FOLLOW

# THE DUEBER-HAMPDEN CO.

As we have the only complete line of Watches for Watchmakers and the only complete Watch factories in the world. The superiority of the DUEBER WATCH CASES is acknowledged by all, and the elegance of style and finish on the HAMPDEN MOVEMENTS is unrivaled, and will be kept so. No Jeweler's stock is complete without them.

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The Dueber-Hampden Co.

and not merely

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Manufacture Time-Keepers

Watches.

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## "THE WORLD'S WATCH CASE."

The Dueber Silverine 3 oz. O. F. Bassine, Key and Stem Wind. A perfect fac-simile of the celebrated Dueber Coin Silver Watch Case. Color, finish and durability superior to all others. Send for samples

Address all communications to

## WILLIAM ALLEN YOUNG,

Bank of Commerce Building,

Sole Canadian Wholesale Agent for the Sale of

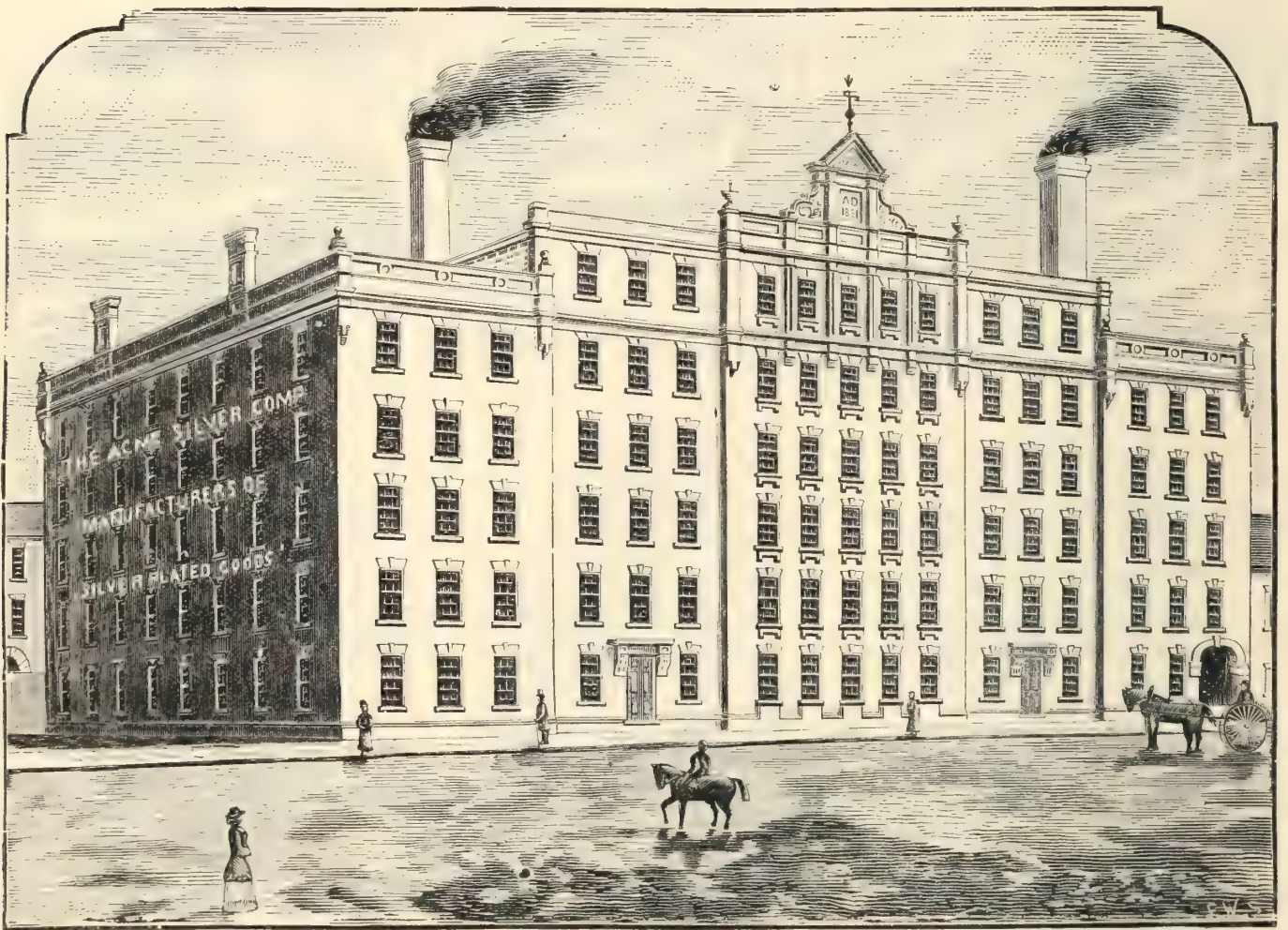
**LONDON, ONT.**

**DUEBER-HAMPDEN WATCHES.**



# OUR \* NEW \* FACTORY

The Largest Silver Plate Factory in Canada and  
the Third Largest on this Continent.



*We now occupy the above Building.*

# THE ACME SILVER COMPANY,

TORONTO.





TORONTO, ONT., OCTOBER, 1890.

The recognized organ of the jewelry and kindred Industries of Canada. Published on the first of every month, and sent free to every dealer in jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

67 ADELAIDE ST. W., TORONTO, ONT.

### SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

## EDITORIAL

### ANOTHER ADVANCE IN SILVER GOODS.

**S**INCE our last issue went to press, the upward tendency of the silver market has caused the U.S. manufacturers of sterling silver flatware, watch cases and silver goods generally, to again advance their prices about ten per cent.

At these figures they claim that there is no more profit in their business, if as much, as there was under the old state of affairs before silver commenced to go up.

Some of the knowing ones in the United States predict that silver will not stop short of \$1.29 per ounce, and if this forecast is verified it will simply mean a third advance in the price of nearly all lines of silver goods.

So far, the Canadian manufacturers of silver watch cases have only made one advance, but it is highly probable that unless a decided decline in the price of silver bullion sets in at once, a further increase in the price of these goods will have to be made in the near future.

It is also probable that the manufacturers of electro plated flat and hollow ware will be compelled from a similar cause to get an increased price for their output, which, even before the rise in silver bullion, was cut so close as to barely afford them a living profit on their investment.

### DEATH OF AARON BUCKLER.

**T**HE death of Mr. Aaron Buckler, of Bowmanville, Ont., well known as one of the oldest and most respected jewelers in Canada, which occurred at Montreal on the 3rd of September, is of so tragic a nature as to call for more than a passing comment.

Mr. Buckler left his home and proceeded to Montreal in

order to make his usual fall purchases, and put up at the Albion Hotel in that city. Although well advanced in years he was a very strong, active man, and when he retired for the night he was in his usual vigorous health. Next morning he was found in a state of unconsciousness caused by an escape of gas in his room, and although the best medical aid was immediately called in, he never rallied, but passed quietly away the next evening. A coroner's inquest was held by the authorities, and after fully investigating the cause of the catastrophe, they returned the following verdict.

"That Aaron Buckler was suffocated by inhaling gas in room 77 of the Albion Hotel, Montreal, on the 2nd September, also that by reason of an imperfect gas cock in the said room there was sufficient escape of gas to cause the death of the said Buckler."

It seems reasonable that under this verdict the proprietor of the hotel could be prosecuted, if not criminally, at least for monetary damages, for his share in causing the death of Mr. Buckler. No hotel keeper has any right to use cheap and dangerous gas fixtures in his place, and the sooner that a law is passed protecting the public from such risks, the better it will be for all concerned.

We cannot see why the gas fixtures in every hotel should not be regularly inspected by the municipal or provincial authorities. The Ontario Government have gone to a great deal of trouble, and rightly so, to see that every hotel keeper in this province has efficient fire escapes to ensure the safety of his lodgers in case of a conflagration. While the danger from fire is well worth guarding against, it is certainly no greater than that from death by asphyxiation caused by the escape of gas from imperfect gas fixtures, and we are very much inclined to the belief that there are more people killed from the latter than the former cause. Every few weeks one reads the account of some hotel lodger dying from asphyxiation, headed by the announcement, as was that relating to Mr. Buckler's death, that he "blew out the gas." While it is probable that in some cases people blow out the gas, it is not so common as the hotel keepers would make the public believe, and this report is often spread in order to divert attention from their criminal carelessness.

If an example could be made of one or two of these carelessly criminal hotel-keepers, who, in order to save a few dollars, allow their guests to run the risk of being suffocated by the escape of gas from the cheap and unsafe fixtures they use in their caravansaries, the lesson would be a wholesome thing for the fraternity at large.

If the tragic end of Mr. Buckler has the effect of drawing the attention of the travelling public to the unnecessary risks they are compelled to run, even in houses supposed to be first-class, he will not have died in vain, and we trust the lesson will not be thrown away upon our lawmakers.

The remains of Mr. Buckler were conveyed to his home at Bowmanville, and interred at that place. The funeral was one of the largest ever seen in that section of Canada, and his fellow-townsmen not only turned out in hundreds, but most of them closed their places of business during the funeral, as a mark of respect to the deceased.



# GEORGE CHILLAS,

33 WELLINGTON ST. EAST, TORONTO,

IMPORTER OF

## WATCHES AND DIAMONDS

HAS NOW IN STOCK A FULL LINE OF

AMERICAN AND SWISS WATCHES

FINE GOLD WATCHES SUITABLE FOR PRESENTATION

ALSO SPECIAL LINES IN

CHRONOGRAPHS,

SPLIT SECONDS,

REPEATERS.

A great variety of Chatelaine Watches in Gold and Silver.

BEST VALUE IN DIAMONDS AND DIAMOND RINGS.

**GEORGE CHILLAS,**

**33 Wellington Street East, - TORONTO.**



## THE VALUE OF OUR HOME MARKETS.

**T**HE *Globe* and other Commercial Union free trade organs in Canada, are apparently never tired of harping upon the value of the United States as a market for our farm produce, and try to make our people believe that unless we are prepared to sacrifice everything else for the sake of obtaining an untrammelled entrance to it, this Canada of ours must of necessity go to the dogs.

In the estimation of these journals, the only measure of a country's prosperity is its foreign trade, and unless that shows a decided increase every year, they contend that the country must be on the highway to financial ruin.

The trouble with these gentlemen is, that they try to make their free trade medicine act as an infallible cure for every commercial ailment that history furnishes any record of. They forget that while free trade has undoubtedly proved a blessing to Great Britain, it was only because that country adopted it after her manufactories had been thoroughly established under the most rigid system of protection the world has ever known, and even had this not been the case, it does not of necessity follow that what is good for Great Britain is equally good for every other country on the face of the earth.

In like manner if they would but throw prejudice aside and take time to think, they would see that while in England, which practically trades the bulk of her manufactured products for what her people eat and the raw materials they use in manufacturing, the total of the export trade may perhaps fairly be taken as the test of the nation's prosperity, such a rule certainly cannot apply to large countries like the United States, which, possessing almost every variety of climate, are practically self-contained so far as trade is concerned. It is equally evident also, that such a country as the United States, whose total foreign trade is but a fragment of its entire business, might grow rich from its internal exchanges, whilst its foreign trade might show a decided decline from year to year. As a matter of fact a country's prosperity cannot be accurately measured by its foreign trade, which is only one of the factors that has to be taken into account when making up the national balance sheet.

We have repeatedly stated in these columns, that so far as Canada is concerned, her export trade is but a small item in the business total. Commercial Unionists would make us believe that our entire prosperity hangs upon the disposal of our surplus farm products in the markets of the United States, while free traders contend that until we can have a free exchange of products with the entire world we shall never really know what prosperity means.

If these gentlemen would but consider that our own people consume nine-tenths of all the agricultural products we raise, and that barely one-tenth of the whole is exported, they would surely realize that the very best market that our farmers can possibly have is the one right at their own doors. One of the best and most forcible illustrations of this fact that we have seen came before our notice a few weeks ago in the shape of an article published in the *Telegram* of this city on the meat consumption of Toronto. According to these returns which are taken from the official records of the cattle market it appears that "During the past twelve months a total of no less than 34,347 head of cattle was entered for local consumption. Striking a rough average of 1,000 lbs. for each ox, this represents a total of 34,347,000 pounds of

beef, or \$4,217,350 worth consumed in the past year. This gives to the city a daily consumption in beef of something like 231,087 pounds.

Mutton is also very largely in demand judged by the fact that in one year 55,766 sheep were slaughtered for local consumption, and this reckoned at an average of 60 lbs. per animal gives a total in the year of 3,345,960 pounds, worth \$1,672,980, or a consumption of nearly 10,000 pounds per diem. Of hogs there were 40,169, valued at \$500,000, consumed in Toronto, besides lambs and calves of which no reliable record has been kept, but which are consumed in great quantities. There are 20,000 lbs. of lamb eaten in Toronto in one day—such is the demand of the retail men to have the market supplied at any cost. Of poultry the consumption in Toronto is also exceedingly large, and this is where the local farmer gets the pull. The poultry season extends from October to March, and in the week preceding Christmas it is estimated that the wholesale houses and commission men handle as much as a ton every day, the supply coming from farmers who reside within a radius of 20 miles of Toronto, while extra large quantities are taken by the city retailers from country storekeepers who take birds in exchange for articles of their stock in trade."

The significance of these returns will be better understood when we compare them with the combined export of such produce from the Dominion of Canada to Great Britain and the United States. The official figures for the year ending June, 1889, show that we exported 60,000 head of cattle, worth \$4,992,161, to Great Britain, an average of \$80 each, and 37,360 head, worth \$488,366, to the United States, at an average of about \$13 each. Of sheep, Great Britain took 43,477, worth \$303,000, or an average of \$7.00 per head, while the United States took 307,775, worth \$918,334, or an average of only \$3.00 each. Of hogs, England took none, and the United States only 1,033, valued at \$4,448, or about \$4 apiece.

A comparison of the above figures will show that in these three important articles of food the home market of the city of Toronto alone consumes almost as much as our entire export to the combined markets of the United States and Great Britain.

It shows also that the home market afforded by the one single city of Toronto consumes more than four times the amount of these staples than we export to that illimitable market of 65,000,000 in the United States about which Mr. Wiman and his followers in Canada make so much ado, and without which, according to the *Globe*, this country cannot possibly exist.

But Toronto, although an important centre of population, is not by any means the largest Canadian city, nor is it the only one which consumes the product of the Canadian farmers in large quantities. When we come to think of the cities of Montreal, Quebec, Ottawa, Halifax, St. Johns, Kingston, Belleville, Brantford, Guelph, St. Catharines, Stratford, Woodstock, London, Hamilton, Winnipeg, and the hundreds of towns and villages which time and space would alike fail us even to mention, all of which are consumers in proportion to their size of the products of the surrounding Canadian farmers, we stand astonished at the insignificance of our foreign trade in agricultural products when compared with what is used by our own people at home.

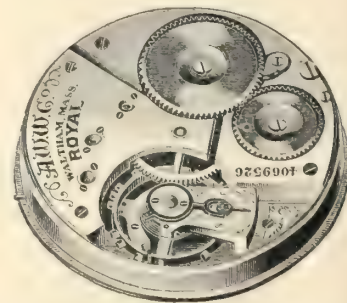
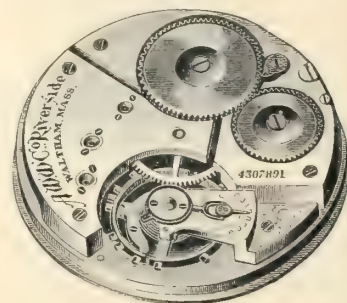
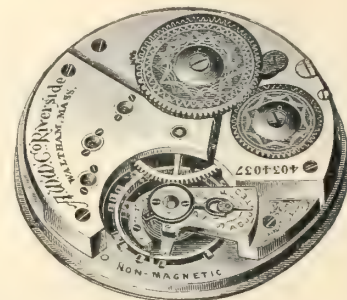
Before such an army of *bona fide* consumers for Canadian farm produce, the so called market of 60,000,000 in the United States (who export annually over \$500,000,000 worth of similar produce of their own, which they cannot themselves consume), fades away almost into insignificance.

What our Canadian farmers want is not the markets of the United States so much as more consumers right at their own doors, and this can only be obtained by a continuance of the protective policy which has already done so much to stimulate our manufactures and build up our towns and cities.





# WALTHAM O. F. 16 S. PENDANT SETTING WATCHES.



MANUFACTURED BY THE

## AMERICAN WALTHAM WATCH CO.

WALTHAM, - - MASS.

NOTE. For the convenience of the Canadian trade we have established a Branch Office at No. 185 St. James Street, Montreal. The goods will be, as heretofore, sold to Jobbers only.



## CANADA'S GREAT FAIR.

**T**HE Toronto Industrial Exhibition is over, and its success not only tops the record but has placed it beyond a peradventure at the head of any similar exhibition on the American continent. As a live Yankee said the other day regarding it, "you Canadians not only know how to get up a first-class show, but how to go to it afterwards," and this is strictly true, for no matter how great may be the attractions of any exhibition, it is bound to fall flat if not liberally patronized.

The fact that the attendance at Toronto's great fair has gone on increasing year after year, may safely be taken as a proof that its management have pretty accurately gauged the public taste, and that their "greatest show on earth" has given both townsmen and strangers full value for their money. So far as we can judge personally, we should say that nowhere that we know of in America can any visitor get so much of both instruction and amusement for twenty-five cents as at the Toronto Industrial Exhibition.

Although the weather during the first week was so cold and wet as to make the receipts nearly \$4,000 less than for the corresponding period of last year, yet the splendid sunshiny days which followed and continued until the close, brought the total receipts of the Exhibition nearly \$10,000 ahead of any other year in its history.

On the 15th (citizens' day) and the 17th (farmers' day) it is computed that there were at least 75,000 people on the ground each day, and the aggregate gate receipts of the two days amounted to almost \$32,000.

The arrangements for the accommodation of visitors were excellent, and no accident of any kind occurred to mar the enjoyment of the occasion.

To the distinguished visitors, Lords Stanley and Aberdeen as well as to the English farmers' delegation now visiting this country, the Exhibition was a thorough and pleasant surprise the memory of which will color the reports that they will carry back across the Atlantic, and which should be productive of good in inducing a superior class of emigrants to pitch on Canada as their future place of abode.

As we have said before in these columns, we know of no better exponent of our industrial and agricultural interests than such exhibitions, and in our opinion no loyal Canadian could inspect the products of our workshops and farms exhibited at Toronto without feeling a glow of pride in the country which could from its own resources make such a creditable and imposing exhibit.

The exhibits pertaining strictly to the jewelry trade, although few in number, were of more than ordinary excellence.

SIMPSON, HALL, MILLER & CO.

The exhibit of Simpson, Hall, Miller & Co., plated ware manufacturers of 18 De Bresoles St., Montreal, occupied two large plate glass show cases almost in the centre of the main building, and was inspected by large crowds of visitors every day during the fair. Of the excellence of this firm's manufactures it is almost needless to say anything to the trade, for they have been upon the market for over a quarter of a century, and have always stood the practical test of actual wear. The features of their Toronto exhibit were the repousse silver and gilt hollow ware, and their collection of flat ware. One tea set in

repousse and gilt was a perfect gem and would delight the eye of any customer in art metal work, however critical he might be. In nut bowls and other fancy pieces of hollow ware, the same beauty of design and excellence of finish was apparent throughout, and in the opinion of first-class judges in the same line of business, the company's exhibit of hollow ware far exceeded in point of workmanship and quality, that made by them at the World's Centennial Fair at Philadelphia in 1876.

Their flat ware exhibit consisted mainly of some large and elegantly appointed cabinets, fitted up with a complete assortment of fancy pattern goods. The largest of these, valued at about \$500, was a splendid specimen of the silversmith's art, both design and finish being all that could be desired. The display, taken as a whole, was very fine, and produced an impression on the public which must have the effect of increasing the sales of the already popular goods of this firm.

THE TORONTO SILVER PLATE CO.

In a large plate glass show case, situated almost directly in front of the entrance to the "crystal palace," was to be found the very attractive exhibit of the Toronto Silver Plate Co., of this city. This company confined themselves this year exclusively to goods of their own manufacture, and in our opinion made fully as effective an exhibit as they have ever done in former years, when their own work was supplanted by the best available specimens of American skill. Their collection consisted exclusively of useful and ornamental hollow ware, and some of the pieces exhibited were exceedingly chaste in design and meritorious in finish. Amongst the most beautiful and striking of these was a fancy table, the top of which was supported by four semi nude female figures, known to heathen mythology as Caryatides. A richly decorated vase and lamp stand, also having the same kind of figures for supports, were much admired, and would compare favorably with any similar work turned out by the best European silversmiths. The regular tableware part of their exhibit gave ample evidence that the company is yearly improving the quality and finish of the goods they manufacture, and are bound to make them equal to anything of a similar kind turned out elsewhere.

There is no branch of manufacture that we know of which has made greater strides during the past ten years than that of electro plated silver ware, and any jeweler who made a careful inspection of the goods exhibited by the Toronto Silver Plate Co. must have been impressed by the fact that this Canada of ours is, for many lines of goods, fast becoming one of the most important manufacturing centres in the world. The Company are to be congratulated on the success of their purely Canadian exhibit, the quality and finish of which is bound to help their sales in the near future.

ELLIS & CO.'S TOWER CLOCKS.

No visitor could well attend the Exhibition without having his attention drawn to the large tower clock which graced the eastern end of the crystal palace, and provided citizens and strangers alike with a sure means of regulating their movements. An inspection of the works which were placed inside on the first gallery floor, proved that, so far as tower clocks are concerned, this country can turn out work fully as good as that which we have hitherto been in the habit of importing. The makers of the clock on exhibition were Messrs. Ellis & Co., of Toronto, and so far as regards materials, construction and



14k Filled, Gold Soldered

**"PIONEER" CHAINS.**



Warranted by Manufacturers to wear

**TWENTY YEARS.**

---

Every Chain stamped "Pioneer," and furnished with tag as above. Best thing out in the chain line.

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WRITE FOR SAMPLES TO

**EDMUND SCHEUER,**  
**TORONTO,**

Sole Agent for Canada.



finish, it left little or nothing to be desired. This industry, although only started a few months ago, gives promise of being a decided success, and the makers have already booked enough orders to keep them busy for some time to come. As the manufacture of tower clocks has been brought about entirely through the influence of the present protective tariff, we think we may safely score another point for the National Policy.

## CORRESPONDENCE.

### CERTAINLY WE WILL.

*Editor TRADER—SIR :*

**W**ILL you kindly send me the TRADER, as I have started business for myself, and would like to have your paper to study.

Yours truly,

Montague, P.E.I., Aug. 30, 1890.

F. S. MITCHELL.

### A. S. MURRAY'S SUCCESSOR.

*Editor TRADER—SIR :*

**H**AVING succeeded to the business of the late A. S. Murray, I would feel much obliged if you would put my name down as a subscriber to your valuable journal.

Yours truly,

JOHN BRODIE.

London, Sept. 20, 1890.

### APPRECIATES A GOOD THING.

*Editor TRADER—SIR :*

**I** READ your valuable journal with much interest every month. The practical articles on watch repairing alone are very valuable, especially those of "Beeton" and "Excelsior." Wishing your journal every success, and extending my congratulations upon its rapid progress, I remain,

Yours very truly,

Petrolea, Aug. 28, 1890.

GEO. A. LEWIS.

### ANOTHER OPINION.

*Editor TRADER—SIR :*

**P**ERHAPS it may interest Mr. Morgan to know that spade guineas and half guineas have been out of circulation several years, consequently they are fetching "fancy" prices from persons who collect old and curious coins, half guineas being especially scarce. A specimen in good preservation would be worth £2 in England, or \$9 70, whereas the face value, as you informed him is but \$2.62 1/2.

Yours,

Granby, Que. Sept. 6, 1890.

W. E. BRAND.

### IT WILL AFFORD US PLEASURE.

*Editor TRADER—SIR :*

**W**ILL you be so kind as to send me the TRADER as I am a young man starting, or have been started this last six months here, and would like very much to have it. By so doing you would greatly oblige

Yours truly,

Welland, Sept. 11, 1890.

GEO. B. KNOWLES.

### YOU WILL GET IT REGULARLY.

*Editor TRADER—SIR :*

**K**INDLY accept my thanks for sending me the TRADER. I hope it may be sent every month, as I greatly delight in its contents. Thanking you once more for your kindness,

I remain, yours respectfully,

Arnprior, Sept. 11, 1890.

A. HENDERSON.

### WE HAVE DONE SO.

*Editor TRADER—SIR :*

**I** HAVE been in the habit of reading the TRADER every month, and as I have started in business for myself in Enderby, B.C., you will oblige me very much by adding my name to your list.

Yours,

Enderby, B.C., Sept. 4, 1890.

FRED. B. JACQUES.

### HARD TO ADVISE.

*Editor TRADER—SIR :*

**I** SOLD a man a watch and chain for \$13.00, and he told the man he was working for to pay me out of his wages. I got \$10 that day and was to have the other \$3 in two or three weeks. I gave him a guarantee for a year with the watch. Now he has traded the watch away, and has forbid the boss to pay me the balance, saying that he gave me all the watch was worth. Which one is responsible, and can I get the money, and how can I get it, or will it cost me more than it is worth? I have no witnesses to the bargain. Let me know through THE TRADER, and oblige.

Yours truly,

A. BUCKINGHAM,

Melbourne, Ont., Sept. 19, 1890.

Jeweler.

NOTE.—The only one you can look to is the person to whom you sold the watch. You can collect it by a Division Court suit if he is worth anything; if not, and he has to be brought up on a judgment summons the game will hardly be worth the candle, and you had better pocket your loss and charge it to experience account. — Ed. TRADER.



# ELGIN NATIONAL



*NEW ISSUE.*

**B. W. RAYMOND**

**NICKEL, OPEN FACE,**

**PENDANT SETTING.**



**UNEQUALLED FOR RAILROAD PURPOSES.**

**C**ORRESPONDING in quality and price with our Nickel Hunting B. W. Raymond movement. Delivery of above grade has already been made to the Jobbers, who will be pleased to supply the Trade.

*General Office, - 76 Monroe Street, Chicago.*

NEW YORK OFFICE, 11 JOHN STREET. FACTORIES, ELGIN, ILLINOIS.

# WATCH COMPANY



## THE "WORLD" DENIES THE CHARGE.

Editor TRADER—SIR :

**W**ILL you grant me space in your columns to say that the statement in the *Jeweler's Catalogue* that I have said, at any time, or to any person, that S. F. Myers & Co. supplied the *World* with watches, is a libel as gross as was ever uttered. As the *World* never bought a watch from S. F. Myers & Co., either directly or indirectly, such a statement makes me out a silly libeller. The editor wrote this libel wilfully and maliciously after I had assured him in the strongest possible manner that I have no reason to believe, nor have reason even to surmise, that Myers had furnished watches to the brokers supplying *The World*.

Yours truly,

*The World*, New York, Sept. 4th, 1890. T. E. WILLSON.

## BARNUM'S OLD CLOCK.

Editor TRADER—SIR :

**I**N reading a notice copied from the *New York Sun*, I was reminded of the same kind of a clock I inspected in Barnum's museum in 1853. It was made in England, and run twelve months with one winding, so the Brooklyn jewelers are away behind the age. The mechanism is very simple, viz : There is a graduated platform balanced on very fine lozenge knife pivots, and attached is a pair of pallets which elevate the platform when the scape wheel is loosened from two lever detents which hold the scape wheel while the ball is moving from one end to the other; the lever detents come above the platform one-quarter of an inch, and the weight of the ball is just sufficient to unlock the escapement. There are two regulating balls, one at each end, to regulate the clock. The only difficulty to be surmounted is to get correct angles of the incline plane to occupy a given period of time. The one mentioned takes one minute.

Truro, N.S., Sept. 9, 1890.

W. N. MILLS.

## MR. MOODY'S CONUNDRUM.

Editor TRADER—SIR:

**I** HAVE often admired the able editor of your paper for the fearless style of his composition and the general make up of his paper.

I want to know if you really don't think there is more real gas and puff than substance in this institute with the big word directing us to it.

I would like the editor to first tell us in English the meaning of *Horological*, for I find a great number of people who use the word who don't know what it really does mean.

I will ask the gentleman running the *Horological Institute* and the watchmakers in Canada generally one question, which answer please send to the editor of *THE TRADER*. You will have a month to answer it in, and the gentleman who answers

it I am sure the public and the trade will stamp as a man who has had a first-class training from a first-class man, for such knowledge is not stored in books but is only given or learned by experience, and is only known by first-class men, strictly so classed.

**QUESTION.**—Give the exact rule to make the roller table and pallets fork of any lever watch when both have been lost or thrown away, and that when these parts are made they will fit exactly so that the watch will go right off without filing or tinkering at it?

I have heard the question started "what shall we do with the botch?" I now ask the question "what shall we do with the off-scourings of the country towns and farms and the slums of the old country; people who in a city like Toronto get the approbation of good citizens and impose on the trade and the public generally?"

Respectfully yours,

Hamilton, Sept. 10, 1890.

CHRIS. MOODY.

[NOTE.—If Mr. Moody will look up his dictionary he will find that *Horological* means pertaining to the horologe or to horology. *Horologe* is a clock or watch, and *Horology* the art of constructing machines for the measurement of time.—ED. TRADER.]

## MR. MOSS EXPLAINS.

Editor TRADER—SIR :

**W**ILL you kindly give me space to reply to the item in your last issue, "*Going for Him*." I am sure you are not conducting this crusade against me out of a desire to injure me, which you have done unwittingly.

The last bill of goods I bought was on the 19th of June; I assigned on the 18th of July. Is that *only a few days*? I was not expecting to be sued and pushed at that time as I have been since. The party I bought from pressed me hard to take a dozen sets of fine gold jewelry, etc., and had I known, I might have been tempted to do so. These goods, of course, form part of my liabilities. They also appear in my assets. As to my having recognized the justice of the contention of my Toronto creditors to meet their demands in full by having paid some of them already, it is simply and utterly untrue. I have paid no one a cent. I can didly admit most of their demands are just, but I can't pay them. For the last eight years I have conducted my business under a baneful rumor that one of my Halifax creditors held a bill of sale on my stock, etc., and it appears by their own admittance that they connived by accepting a 10 per cent. commission for taking a risk on my purchases. This spring I ordered some silverware from Toronto, the order was rejected except for cash. One of these firms had the effrontery to tell me a few days ago that they knew of the refusal, and the reason was they would not take the risk as on former occasions. Since that time nearly all my creditors deserted me, showing clearly that a rumor was going round that was breaking up my credit. I appealed to the Mercantile Agency, and they did all they could in the premises. They elicited the fact, however, that neither of the Halifax wholesale firms held a bill of



# THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWELLED, SIX SIZE, NICKEL MOVEMENT, KNOWN AS  
No. 149.**

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## THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWELLED, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,

KNOWN AS No. 120.

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## THE ILLINOIS WATCH CO'Y

Will Next Month place upon the market a Movement

**PARTICULARLY ADAPTED TO THE CANADIAN TRADE.**



sale as had been reported. If my creditors had stood by me instead of cutting my credit off without a reason, it would have been better for all. I challenge any of my Toronto creditors or any others to show aught but that I have always paid my bills promptly. I am told that this system of taking a commission on a risk is common, I look upon it as an infamy that ought to be suppressed. I could say much more, but have trespassed now too much on your space.


Yours truly,

Moncton, N. B., Sept. 8th, 1890. MYER MOSS, SENR.

[NOTE—Through some unaccountable, but unintentional manner, the editorial note, under the heading "Going for Him," in last month's issue, which was intended to refer to the failure of L. T. Joudry, of Moncton, N. B., was by the substitution of the name made to apply to Mr. Myer Moss, Sr., jeweler, of the same place. This we very much regret, for, from enquiries amongst the wholesale men in this city, we find that Mr. Moss' name stands very high for honesty, and although he has been unfortunate enough to fail in business, his want of success is not in any way owing to a desire to do an injustice to any of his creditors.—EDITOR TRADER.]

## OUR MONTREAL LETTER.

*From Our Special Correspondent.*

HE absent ones of the summer are nearly all returned, and this "hiveing of the population," as the *Star*, which shines out on Montreal and vicinity about 4 p.m. each day, and once a week on the whole Dominion, calls it, is having its influence on the jewelry trade. That word, "hiveing" is good, and expressive, and one word instead of two, and now that her people are "hived," Montreal

is quite herself again, and rising slowly, as becomes the heavy weight of the family, she adjusts her gold rimmed spectacles, coughs slightly and invites all the jewelers of Canada to pay her a visit. You will see much to interest and admire, and if it is desired to do some "stocking up," and thus combine business with pleasure, the facilities are right at hand.

Since the N.P. gave workmen a chance for a day of their own, no labor day was better honored than this last in our city. The procession was the feature that most interested, and every trade that can well be imagined was duly and well represented in line. No better idea of the extent, variety and importance of Montreal's industries could well be obtained, than was exemplified in this great demonstration. Apt intelligence and brawny muscle was on show, the honest manly bearing of its votaries reflected the dignity of labor, emphasizing the pure truth of the lines of everybody's Burns:

"The rank is but the Guinea stamp,  
The man's the good for a' that."

Processions, like banks, wholesale jewelry establishments, and such like, require a head, and merit being equal, the choice for the position is decided by good looks. Our working men showed their appreciation of these facts by selecting the watch-

case makers for first place, and while this craft could urge no objection on the score of either merit or good looks, still they preferred a place further down in the ranks. The working men evidently had examined and tested Canadian-made watch cases and, in this way, knew the genius of the makers, also that modesty is the first born of genius, and so insisted, and the watch case men went to the front, mounted and spurred and all. Although radiant of face and noble of mien, scarcely anybody would have thought them Sir Knights, because they were minus belts, wore plug hats, had their gold in their pockets, and the horses were scarcely the kind, but they might easily have been mistaken for newly-elected aldermen or bookkeepers, and were in all respects a credit to themselves, a credit to their calling, and a credit to the grand army of which they formed a part. May their number in Montreal never grow less.

Immediately after the watch case makers came the horse-shoers; the horseshoe being the emblem of good luck, this was no doubt intended by the workmen as an intimation to the jewelers of the Dominion that good luck follows Canadian-made watch cases.

Many of your readers will have learned with regret of the untimely death of Aaron Buckler, jeweler, of Bowmanville, through suffocation by gas in this city on Wednesday, the 3rd instant. Mr. Buckler arrived the preceding morning to buy his stock for the season, and spent the day among the wholesale jewelers. Early in the afternoon of Wednesday, Mr. Couch, also from Bowmanville, hearing that a townsman of his was dangerously ill at the Albion Hotel, proceeded there and found Mr. Buckler very low from the above stated cause and not likely to recover. Himself a stranger in the city, Mr. Couch communicated the circumstances to John H. Jones & Co., McGill Street; Mr. Jones went at once to the hotel to see that no effort be spared that promised any hope of recovery. Competent physicians were in constant attendance, but the deadly gas had done its work, and despite the resources of medical science, death ensued about 6 p.m.

The coroner was notified and an inquest held the next forenoon. Mr. Jones being chosen foreman of the jury, Mr. R. C. Smith, advocate, appearing on behalf of the heirs. The evidence in brief was, by an employee of the hotel, that deceased was in apparent good health on being shown to his room: by the hotel proprietor, that an escape of gas was detected by an employee the next morning, who on receiving no response to his knocks on the door, communicated with the office, when the door was forced, and Mr. Buckler found unconscious, window and fan light both closed, and the gas turned on but not burning. In reply to questions by the foreman, the witness explained that the pin of the stop-cork on the gas fixture was broken off, so that the key turned all the way around, and the turning of the key to the straight would shut off the gas, and past the straight allow it to escape. A plumber employed to examine the gas fixture, also testified to the defective stop-cork; the doctors in attendance, that death resulted from escaped gas. The jury returned the following verdict: "That Aaron Buckler was suffocated by inhaling gas in room 77 of the Albion Hotel, Montreal, on the 2nd instant, also that by reason of an imperfect gas-cock in the said room, there was a sufficient escape of gas to cause the death of the

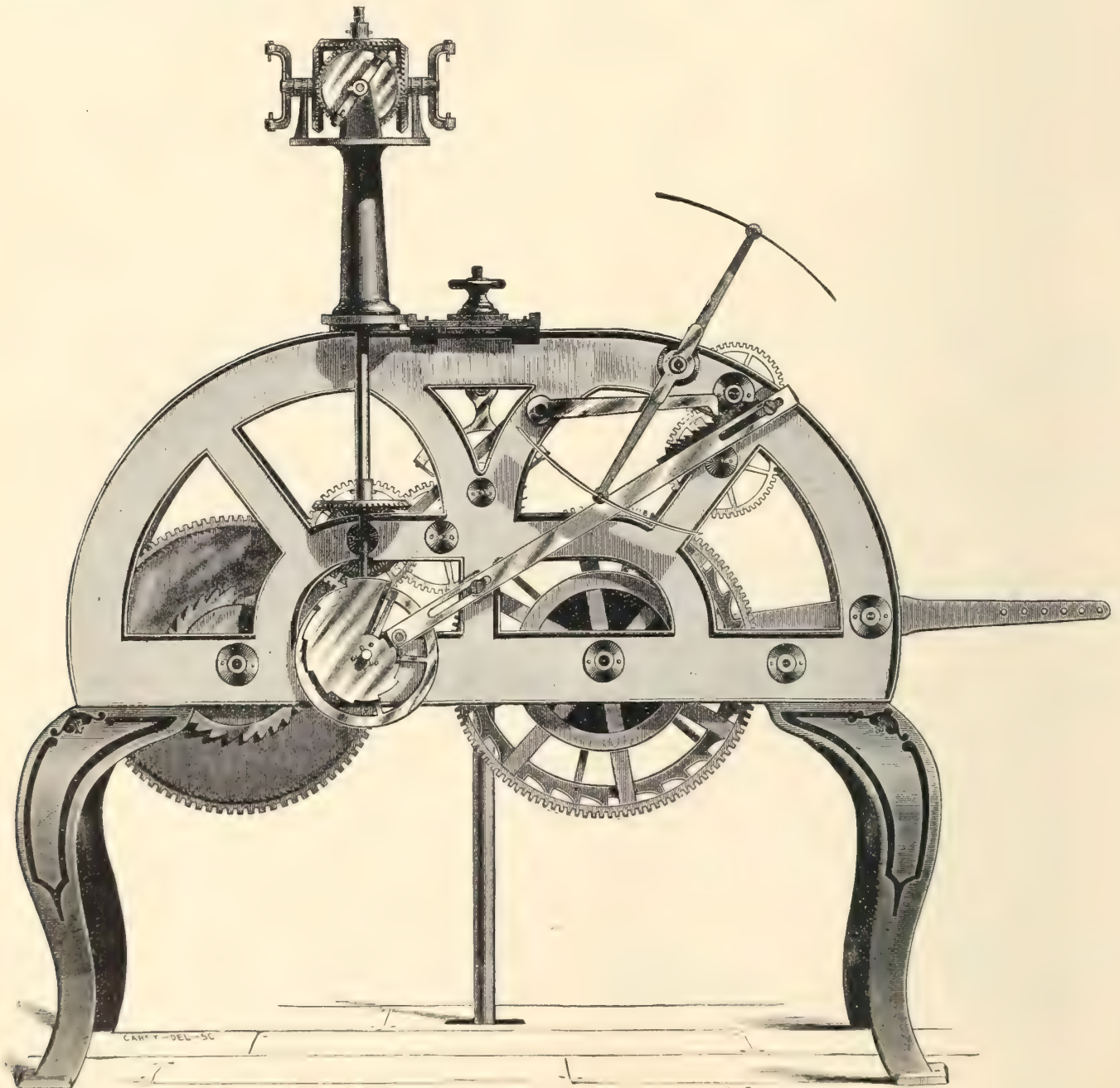


# P. W. ELLIS & CO.

HAVE COMPLETED ARRANGEMENTS TO MANUFACTURE

## TOWER CLOCKS

The Trade supplied with estimates, full particulars, and all necessary details for the erection of Public Clocks; Time or Strike, with or without Illuminated Dials.



The above cut is an illustration of the Tower Clock erected in the Hamilton Post Office, for the Department of Public Works, Ottawa, also of one exhibited at the Industrial Exhibition, Toronto.



said Aaron Buckler." The body was taken to Bowmanville on the evening train for interment.

In speaking of deceased after the inquest, Mr. Jones, who was visibly affected, said his business relations with Mr. Buckler had extended over more than a quarter of a century, and that, having seen him but two days before bustling about in his usual active way, it was hard to realize the sad facts of the meantime.

Early in the month we had a genuine tumble in safes, not in price, but in the actual safes. The occasion was a fire in the Montreal warehouse of Messrs. Goldie & McCulloch, of Galt. On the first floor, used as a showroom, were some fifty ponderous safes; the cellar containing a quantity of lumber, and it was here that the fire originated. Our firemen, as is their custom, left fear in their vest pockets in the station, having no use for it at a fire, and at once rushed into the cellar. They had not been there long before crash went the floor above and down came the safes. A "down pour" of safes may be a grand enough sight, if they belong to someone else, and you are the right distance away, but should you be just under, it is not a bit interesting, and so thought the firemen, as they beat a hasty retreat, carrying their wounded companions with them. Fortunately no fatal results followed. The fire was soon got under control, but not before considerable damage was done. Fire and all, no jeweler need fear that we cannot get a safe sharp on time from Messrs. Goldie & McCulloch, Montreal—the business interruption lasted just the time required by a railroad train to reach Montreal from Galt.

Mr. Edgar A. Wills, Secretary of the Watch Jobbers' Association, paid Montreal a flying visit a few days since, and in his usual fast express style interviewed our jobbers, presumably on Association business, but reticence pervades the air as to the exact nature of the matter in hand. Mr. Wills has a happy faculty of saying more and hearing more in five minutes than most men can in five hours, but his says and hears are for those only in whose behalf he is interested.

A St. Lawrence Main Street jeweler, in talking business, said with the air of the true philosopher, what we want badly is something in the way of wet weather jewelry. "Look," said he, and your correspondent looked at rain, mud and moving umbrellas, "every business has rainy weather goods but ours." Wishing to do your city jobbers a good turn, I suggested that he try Toronto for it, so now your jobbers know what is wanted in Montreal. I always like to let jobbers know the wants of the retail trade, it helps business.

Mr. Miller, of Miller & Bremner, retailers and manufacturers of fine jewelry, is visiting the haunts of his boyhood days, again to tread the heather among the hills o' bonny Scotland. Mr. Miller is the factory man and makes 18k gold that is 18k, according to the advertisement, and the testimony of every customer he has, but he was educated in the maxims and cradled in the scenes "from which old Scotia's grandeur springs,"

"That makes her loved at home, revered abroad"  
Your correspondent is Irish, but he dearly loe's a Scot.

Mr. L. P. Dufresne, of Notre Dame Street, one of Montreal's representative jewelers, who was compelled to vacate his premises owing to the destruction of the building to widen the street, is settled in his new quarters, a little further down on

the opposite side of the same street. Jewelry stores are pretty thick in that section, but Mr. Dufresne's practical business methods and generous genial nature makes him welcome anywhere; that is, his friends welcome him and he has no foes.

Business with the retail trade is not as good as might be desired; in common with most other districts we are having too many rainy days and the people are kept in doors. Even when the elements are braved, who would buy jewelry on a wet day? Business, however, is far from being at a standstill, and the prospects are bright.

The wholesale firms are fairly busy; a good many buyers are coming and going, and travellers' orders, though more of the sorting than stocking up nature, are satisfactory. As the season advances the wants of the trade are becoming settled. In jewelry it would seem that bracelets are in again, sales of rings are scarcely up to former years; ear-rings, outside of very neat and chaste designs, are slow, though it is predicted that larger ear-rings are coming; ball necklets don't appear to know whether to come in or stay out; the Victoria style of ladies' watch chains is still the selling line with fancy or novelty charms; in brooches the call is for novelties and small neat patterns. Gentlemen's jewelry shows little change from the usual rather staple lines. Watch sales are not to say unsatisfactory, though it is complained that the uncertainty of price is hindering trade with those whose wants are more limited, and others of a cautious conservative method; the jobbers having no fixed uniform price, the difficulty is to know what the bottom rate to the retailer is.

General satisfaction is expressed at the arrangement of the manufacturers of cases by which prices to jobbers are made uniform. One of our largest dealers in American movements and Canadian cases said that when the makers depended too largely on price to induce sales, the tendency was to an inferior product, but now that price is fixed and uniform, the makers must depend on the quality of their product to sell it; quality and design being now the necessity to make trade.

Montreal, Sept. 16th, 1890.

## PENDULUMS.

Editor TRADER—SIR:



"DID you ever have a clock come in for repairs in which the pendulum was too long?"

This is a question I was asked, not many months ago, by the apprentice of one of the best watchmakers—generally speaking—in our country, and one on whom I had called. He being absent from the shop for a short time, I was entertained by the above mentioned apprentice until his return.

"Not that I remember," I answered.

"Well," he continued, pointing to a rather good-looking grandfather's clock, "here is one. We could not get it to go, nohow, so at last the boss found out that the pendulum was too long and cut this much off and now it goes fine."

As he said this he presented a piece of iron rod about twelve or fourteen inches long, of which, to cure its perversion, the clock had been curtailed.

Apparently the clock went all right, but it had not yet the



# MONTREAL WATCH CASE COMPANY

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## TO THE TRADE

In thanking you for the very liberal patronage extended to us so far, and asking for a continuance of your favors, we would call attention to some of our special styles.

**Princess or Filed Shell Cases,  
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Pateck Phillippe & Co. Cases.**

N. B.--We guarantee our production equal in quality, style and design to any case produced in the market, including American or Swiss.



face and hands on. I knew at the time that as soon as these were put on he would change his mind, but I said nothing. Of course the clock would gain, and that not a little, and although the quicker motion of the pendulum may have overcome the cause of its stoppage to a certain extent, I am pretty sure that the piece which had been cut off was replaced before the clock went "fine."

That blunders like this can occur in the workshops of otherwise fair workmen must be ascribed to one fault—the one great fault in the system of apprenticeship in our country—the lack of laying a good foundation by teaching the physical principles upon which the performance of the work in hand depends.

Right here is where horological schools can do good work. Here is where lectures, even if given in the most primitive manner, and enjoyed by students for a short time only, prove to be of immense value. After following a reasonable course of these studies, if there is anything in the student it will come out. A desire to get at the bottom of things is created in him, and this desire followed by understanding and subsequent practice will lead him in the right direction to become a first-class workman.

It makes no difference how much he may be cautioned to be careful in his work, or to what extent the excellence of the nickel-plated American lathe and the fine work that can be done on it may be impressed upon him, if he remain ignorant of the mechanical laws governing his work he will keep on working in the dark. He will turn fine staffs which will not "spin"—because of some other, to him, inconceivable cause—and he will make all kinds of ridiculous experiments.

After having realized his mistakes, he may learn a lesson from them and avoid them in the future, but it will be a long time before he will be a safe workman, and it is safe to say he will never be a first-class one.

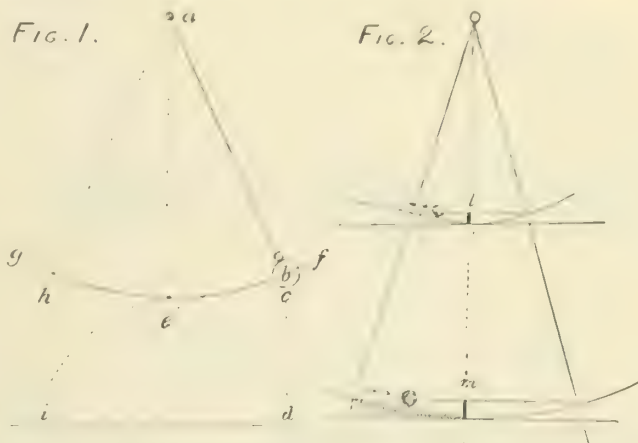
However, as horological schools are not accessible to all watchmakers, I propose, since my attention has been called to the matter, to follow up this introduction by a short article descriptive of the pendulum and its workings, in the columns of this journal, which by the grace of its editor is free to all.

The action of the pendulum is due to the force of gravity, that force which draws everything towards the centre of the earth, and to the momentum of forces which allows a body to move through space after the force which gave it its impulse has been discontinued.

Take a string, attach one end to a hook, *a*, (Fig. 1.) and the other to a weight, *b*; hold the weight out to the point *c* and drop it.

If left unimpeded it would drop directly to the ground in the direction of the line *c—d*; as it is, however, the string keeps the weight in suspense so that it cannot do so. But it does as nearly so as possible, and follows its inclination downward and moves along the curve *f—g* until it reaches the point *e*. The force of gravity alone has brought about this motion, and if it were not that all bodies set in motion have a tendency to continue to move for some time after the propelling power has been expended, the ball would stop at this point. But the ball having been set in motion, instead of following the course *c—d*, which, by virtue of the forces of gravity and momentum, it would take if it were at this point detached from the string, it is forced by the tension of the string to follow its original curve until it reaches the point *h*, where, its momentum having been

counteracted by the same force of gravity which gave it, it finally comes to a standstill, only to be impelled in the opposite direction by the exercise of the same forces.



If it were not for the friction of the air and that caused by the resistance of the spring at the end of the rod, a pendulum once started would keep up its motion indefinitely and we would have perpetual motion. However, from these causes the pendulum loses a little of its force at each vibration, and it is therefore necessary in the making of clocks to apply mechanism to give fresh impetus at stated intervals.

The pendulum always swings in a perfect arc, with the length of the string or rod as a radius. The shorter the rod, or in other words the smaller the circle, the greater will be the relative distance between the arc and its chord, (as shown by the heavy lines at *l* and *m* in Fig. 2), and the more directly can the force of gravity exert itself. It will be observed that *l* is much greater in proportion to the rest of the radius than *m* is in proportion to its radius. For this reason a short pendulum will vibrate faster than a longer one.

The effect is the same as in a ball rolling down an inclined plane as shown at the left hand side of Fig. 2. The steeper the plane the faster of course the ball will roll; and the rounder the curve the faster it moves when attached to a rod or string. We have now seen that the number of vibrations of a pendulum depends entirely on the length of the rod.

It will take just as long for a weight of one ounce to fall to the ground from a given height as it will one that weighs a ton. The force of gravity in both cases does its work in the same time. It will therefore be understood that all changes in the number of vibrations of a pendulum must be brought about by changing the length of its rod and not by altering its weight.

The strength of the impelling mechanism of a clock, the condition of its escapement, the amount of recoil and the influence of currents of air, or other disturbing causes to the action of which the pendulum may be exposed, are factors which must be considered when the proper weight of a pendulum is to be determined upon.

The number of times of vibration of different pendulums are as the square root of their lengths. Thus a pendulum in order to vibrate twice as slowly must be four times as long; and to vibrate three times slower must be nine times as long. The length for a given number of vibrations in a stated time varies slightly in different latitudes. This is due to the acceleration of the earth's axis. In the latitude of Greenwich the length of

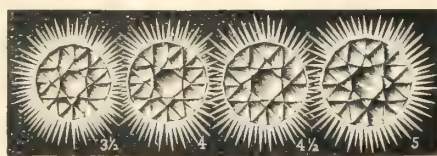
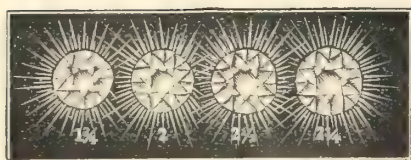


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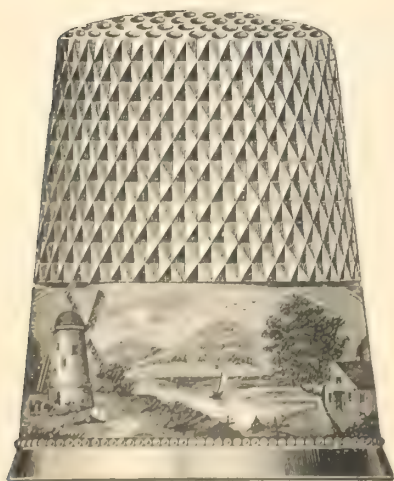


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### WATCHES AND DIAMONDS

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611 & 613 Sansom St., 618 Chestnut St.,  
PHILADELPHIA, PA.

*Our Canes and Thimbles for sale by  
Leading Jobbers.*



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off Vitre Street,

## Montreal

## ROLLED PLATE CHAINS

BOLT & CO.  
MANUFACTURERS

P. O. Box 189,

Montreal, Oct. 1 1890

Dear Sir,

When you go over to the  
Sample Room in the Hotel to keep  
your appointment REMEMBER to ask  
for and see the latest patterns  
of Roll'd plate chains made in  
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Yours truly,

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**B**

We claim for our **B** chain

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the Quality of  
every chain made by us

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PRICES ARE INVITED AND WILL BE  
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MONTREAL.  
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WE HAVE REGISTERED AT OTTAWA THE  
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a seconds pendulum is 39 14 inches, and for a two-seconds pendulum four times as long or 156.56 inches.

The perfect pendulum exists in theory only. The presence of a suspending rod changes the centre of gravity according as it is light or heavy. A heavy rod makes the pendulum shorter, while a lighter one leaves it nearer as it is in theory where the means of suspense are supposed to have no weight whatever.

I shall not, in this article, enter into the explanation of this and other finer points, but shall consider my mission accomplished if I have succeeded in explaining, in a general way, the mechanical laws on which the action of pendulums depend.

To a good many workmen an article of the scope of the above is superfluous, since to them there is nothing new in it. However, I hope that those who have not been taught the whys and wherefores of things and apprentices in general may find the short description given here useful in preventing them from tampering with the length or weight of a pendulum, when in all probability the fault lies in the escapement or in the train of the clock.

AD REM.

## WHO SENT THE LIST?

Editor TRADER—SIR:

AS I get your TRADER every month, I have something I wish you would put in the next issue, it is this. How does it come that people not in the jewelry trade get the price list of the Am. Watch Case Co. of Toronto? That is what I would like to know, as there is a man in this town who keeps a livery stable and he got one by mail the other day, and I don't think this is right. Hoping I am not asking too much, I am, yours, etc.,

W. H. GOSSELL.

Nee-pawa, Man., Sept. 26th, 1890.

NOTE.—Mr. Gossett's query is a very proper one if his facts are right, but we are afraid he is making a complaint against the wrong company. For the past five years the American Watch Case Co. of Toronto have printed and issued price lists exclusively to the wholesale jewelry trade. No retail jeweler or dealer of any other kind has ever had one of their lists unless it was obtained from some wholesale jewelry house, a thing most unlikely to occur.—ED. TRADER.

## PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

THE DUPLEX ESCAPEMENT.—CONTINUED.

(531) The wheel being properly fixed, move the cutter back again, to the edge of the repose wheel disc, in position for cutting, the disc being well supported underneath by a false plate. Now turn the index plate three spaces to the right, and cut three notches for the repose teeth, remembering that you move the plate over two spaces for the breadth of each tooth, or 10°. Two complete teeth are now formed, except the base or spur. For the next pair, turn the plate onward eight spaces, and make three more notches as before, and so on. If you turn the plate from right to left in cutting, then after setting

the cutter, etc., as above, turn the plate five spaces to the left, make three cuts, then eight spaces or holes more, and make three more cuts for the second pair of teeth, and so on. The metal between the teeth is removed in several ways. Some use a thin slitting cutter to separate each pair from the surrounding metal, which is then filed away; or a series of holes is drilled along the impulse wheel to separate it, and the rough circle finished off with the file. Others remove the metal by repeated use of suitable cutters, till the impulse circle is reached. In cutting the English duplex wheel with fifteen teeth, after making the impulse teeth, set the index point in the circle of thirty holes, fit on a cutter for forming the front face of the repose teeth, in line with the centre, and adjust the point of the impulse tooth to that face of the cutter, in every respect as directed for the Chinese wheel. Having moved the cutter back in position for operation, turn the plate one hole in either direction, and make a cut, which will form the front face of one repose tooth. Turn the plate on two holes for each succeeding tooth. The formation of the back of the teeth, etc., requires no special instruction.

(532) "Supposing one or two teeth on the Chinese repose wheel have become too short, is it never allowable to draw or stretch them, instead of putting in a new escape wheel?" Certainly, if the owner will not pay for a new wheel, the teeth may be lengthened. This can be done in any way most convenient for each workman, taking care to apply the swedging or hammering to the spur or base only. The teeth themselves should not be hammered or worked at during the stretching process. Frequently try the wheel in the calipers, and, when the teeth are found long enough, see, 1st, that they are the proper distance from those on either side of them; 2nd, that they are level or in the same plane with the others; 3rd, that their points are vertical to the plane of the wheel, like the rest. Then equalize the teeth as directed in section (471), and finally file up the points very carefully, if required, being sure to keep the distances and inclinations correct.

(533) Although quite a common variety of watch, the principles of the duplex escapement are very seldom understood, which is probably one great cause of the very general discredit into which it has fallen in this country. More space has therefore been devoted to it than was at first intended. It is not a very terrible thing to make a watch, whether duplex, lever, or even chronometer; and the value of the practical knowledge thus acquired is inestimable. There are many shops where dull times are improved by such employment, to the great advantage of the workmen and advanced apprentices, as well as of the employer. And it is to be hoped that the custom may again become as common as it formerly was. It is to assist such that many of the foregoing directions have been given, and more space occupied than would have been requisite for the benefit of the mere repairer. The next article will take up the spring detent or chronometer escapement.

BURNS.—Persons who work in red-hot metals, glass-blowing, etc., are sometimes apt to burn their fingers. It is well to know that a solution of bicarbonate of soda (making soda) promptly and permanently relieves all pain. The points to be observed are: One, bicarbonate of soda must be used, washing soda and common soda are far too irritant to be applied if the burn is serious. Two, the solution must be saturated. Three, the solution must be ice cold.





# SOMETHING ABOUT LATHES--IMPORTANT.

## WHITCOMB AND WEBSTER-WHITCOMB.

The difference between a Hard Lathe and a Soft Lathe is that A SOFT LATHE HAS HARD SPINDLES AND WIRE CHUCKS; the HEADSTOCK SPINDLE runs in BEST ANTI-FRICTION METAL BEARINGS. A HARD LATHE has Hard Spindles and Wire Chucks; the Headstock Spindle runs in HARDENED STEEL BEARINGS.

The Whitcomb Lathe has been found by actual test to be the best Lathe yet placed on the market, as proved by the enormous amount of them in use in the United States, Canada and foreign countries. It has had a greater sale than any other, and is accepted as the standard.

The WEBSTER-WHITCOMB LATHE Design of 1889 is superior because the changes made are most important ones, It is the result of 35 years' study and experience.

## WATCHMAKERS, TAKE WARNING!

"A WORD TO THE WISE!"

"USE THE BEST!"

IMITATIONS by Americans and Foreigners are in the market. Buy the TRUE AND GUARANTEED. Avoid Cheap Imitations made by NO ONE KNOWS WHO. The "Whitcomb" Lathes and Chucks, and the "Webster" Foot Wheels are guaranteed by us

The No. 1 1-2 WHITCOMB LATHE is still first-class, but the NEW WEBSTER-WHITCOMB is the best yet made. Bed 11 inches long, takes No. 2 Chuck.

### THE IMPROVEMENTS OVER THE WHITCOMB ARE:

- 1st—In size of Chuck, which is the Whitcomb No. 2.
- 2nd—In Length of Bed, which is 11 inches.
- 3rd—In bushing the hole in Tailstock, and in Spindle Clamp, which does not affect the alignment.
- 4th—In the increased length of base of Tailstock, and length of bearing of Tailstock Spindle. This aids in perfect alignment.
- 5th—The graceful form of the Tailstock.
- 6th—In its Hard Bearings, which cannot perish.

In other respects it is the Whitcomb 1 1/2, so that all attachments of that size are interchangeable with it.

**We claim for it:**

- 1st—It is our latest design, and embraces all the improvements suggested by our long experience, and that of the best watch repairers in this country.
- 2nd—Its graceful form. All its lines have been studied to embrace beauty with strength and convenience.
- 3rd—Its size and proportions secure solidity, which prevents vibration, which is injurious in polishing as well as turning.
- 4th—Its scope, giving ability to do the largest as well as the smallest work.
- 5th—Its bearings are perfect, being ground by special machinery, which makes the tapers perfectly concentric.
- 6th—Its accuracy, secured by the employment of well-paid skilled labor, special tools and watchful supervision.
- 7th—Its guiding surface on outside of bed, which gives a broad base for Slide Rest and Head and Tailstock to stand on, and the guiding surface is further from the falling chips, which are caught on and adhere to the centre-guiding lathes, and thus destroy fit and alignment of Tailstock. A small piece of dirt is sufficient to destroy accuracy of Slide Rest work and has proved a fatal objection to centre guiding lathes. All leading watch companies use our plan of outside guides.
- 8th—Its beauty and accuracy elevate the mechanical taste and skill of the workman, thus making him more valuable. Many employers have said to us, "A workman having your lathe, and skillful in its use, is worth \$4 to \$5 per week more than an old-school workman."
- 9th—Its price is as low as possible to allow us to guarantee above claims.

**P. W. ELLIS & CO., 31 Wellington St. E., TORONTO.**

Please note Price List of Lathes as above, also our Factory Advt. on front page of "Guide" for October.



**E. M. MORPHY,**

PRESIDENT OF THE CANADIAN RETAIL JEWELERS' ASSOCIATION.

With this issue THE TRADER commences a series of illustrated biographical sketches of leading Canadian jewelers, in which, before it is finished, we hope to embrace all of the leading men, whose names have almost become household words in the trade. This project has been in our mind for some years past, but we have been unable to carry it out in the manner we desired, on account of the impossibility of getting first-class portraits made in Canada. That this difficulty has now been fully overcome, the illustration in the present article will testify. A biographical sketch, be it ever so interestingly written, can never be so impressive as when accompanied by a life-like portrait of the person whose career it is intended to illustrate, and a photographic reproduction of a man's features often makes the readers more familiar with him than a whole column of printed matter.

The subject of our first sketch is Mr. E. M. Morphy, retail jeweler of 141 Yonge Street, Toronto, commonly known amongst his fellow-craftsmen in the city as the "Father of the Canadian Jewelry Trade." The subject of this sketch has quite a little romance connected with his early history.

Mr. Morphy was born in the picturesque little town of Monaghan, in the North of Ireland, an unpretentious place, yet beautifully situated in a valley, surrounded by hills, which enclose two small lakes, and adjacent to the serpentine Blackwater, whose banks are decked with shrubbery and covered with the primrose, cowslip and wild rose in the spring and summer months.

St. Paul was proud of his native Tarsus, and said it was "no mean city." Mr. Morphy can use the same words in at least one respect. If Tarsus gave to the world the scholarly and noble Paul, and other great minds, Monaghan gave to Australia a Governor-General, and to Canada a Lieutenant-Governor, a Chief Justice, a Bishop, several Members of Parliament, and many others who rose to eminence, and last, not least, the President of the Canadian Retail Jewelers' Association.

Mr. Morphy's father was a manufacturer of carriages and farming implements, employing a number of hands, and his family consisted of seven sons and three daughters. E. M. was the third son, and was being educated for the medical profession, when a little incident occurred which was the turning point of his life.

An old fashioned bulls eye watch was sent him as a present from a cousin residing in England, which was highly prized, and perused more than his Greek Testament, and being of a mechanical turn of mind (like the boy who cut open the bellows to see where the wind came from), he began to dissect the watch. About this time Mr. W——, a very skillful young man, opened a watchmaker's shop on the main street, which our youth had to pass twice a day, to and from school, where he

called regularly to compare time. The watchmaker permitted him to use his tools, and in a little while he was an indentured apprentice, practising on the bulls-eye watch instead of the more complicated human machine. His master, being a bachelor was engaged to a young lady, who, with her parents, emigrated to Canada in the summer of 1834, and the following spring Mr. W. informed his apprentice that as he was going to Canada, he would cancel his indenture, or take him with him if he preferred it. Our young hero, who was very much attached to his master, after considerable coaxing obtained leave of his parents to accompany Mr. W. to Canada, and after a tedious passage of eight weeks, in a sailing vessel, to Quebec, and another week of slow travelling on barges drawn by horses and oxen, the gay Lothairo in quest of his sweetheart, accompanied by his curly headed youth of fifteen summers, landed in Little York, now known as the city of Toronto. Here E. M. finished his apprenticeship, at the expiration of which he was joined by his parents, who, with his six brothers and three sisters had decided to cast in their lot with the early settlers of Upper Canada.



Toronto about this time was a small place of 9,000 inhabitants, and many of the present public squares and first-class streets were then covered with the primeval forest. Those engaged in the watch-making business were few and far between and kept very little stock. A person in the trade then advertized "a good patent lever watch for sale," in one of the two small newspapers about the size of a sheet of foolscap; this was in 1834. Now, the city of Toronto, with its 200,000 inhabitants, can boast of jewelry stores equal to anything on the continent, and publishes in one year newspapers and periodicals sufficient to encircle the earth.

Like many of the early settlers, Mr. Morphy grew with the place, passing successfully through all the grades of apprentice, journeyman and employer. He commenced business on his own account in an humble way, about the year 1843, and by strict attention to business, perseverance and straightforward dealing, he has succeeded in gaining a competence and establishing a house of good reputation at 141 Yonge Street, where he is still in business with his son, Mr. F. I. Morphy, as a partner, under the style of E. M. Morphy, Son & Co. The firm own their premises, a four-story brick building, in the ground floor of which they have a first class store, well filled with a valuable stock of fine goods, and have in their employment about ten persons.

Although Mr. Morphy has always been a hard worker and attended closely to his business, he has not confined his efforts nor expended his abilities entirely in this direction. On the contrary, he has ever been known as a public spirited gentleman on whom it is always safe to count for help in the furtherance of anything calculated to advance the interests of his adopted city or the welfare of its inhabitants.

In addition to his membership in several benevolent societies, Mr. Morphy has for many years been prominently connected



# THE TORONTO SILVER PLATE CO.

MANUFACTURERS OF

# ELECTRO SILVER PLATE

ON NICKEL SILVER AND WHITE METAL.

Factories and Salesrooms,

Toronto, Canada.



No. 750. VASE.

ASSORTED COLORS OF GLASS, \$4.00 LIST. SEE PAGE 93-1888 CATALOGUE.

We are closing this Vase out at \$1.25 each net, which is much less than cost.

E. G. GOODERHAM,

*Manager.*

J. C. COPP,

*Sec.-Treas.*

# TORONTO CANADA.



with the temperance organizations of this country. He has delivered temperance lectures by the hundred in many parts of Canada, and as his audience can testify, is not only a convincing, but a thoroughly humorous speaker. "The York Pioneers," a society established by the pioneers of the County of York for the purpose of preserving the early history of this important district of Canada, claims him as one of its charter members and most active workers.

In December, 1886, through the efforts of Messrs. E. M. Morphy, J. Wanless, E. M. Trowern, B. Chapman and a few others, a meeting of the Canadian retail trade was held in this city, the result of which was the formation of "The Retail Jewelers' Association of Canada." At this meeting Mr. Morphy was unanimously elected as President, Mr. John Wanless Treasurer, and Mr. E. M. Trowern, Secretary of the new Association, which position these gentlemen have worthily and acceptably held ever since. This organization, although conducted under exceptional difficulties, owing to the way in which its membership is scattered over the Dominion, has nevertheless under its able and efficient management done considerable towards elevating the tone of the retail trade and bringing about a kindlier feeling amongst them. It was mainly through their efforts, by means of a largely signed trade petition to the Minister of Finance, that the duty on watch movements was three years ago reduced from 20 to 10 per cent. They also compiled and issued to the entire retail trade a "living profit" price list for watch repairs of all kinds, which has ever since been recognized as the standard amongst the Canadian jewelers, much to the benefit of their pockets.

Mr. Morphy is a hale, hearty, ruddy-complexioned gentleman, who bears his sixty odd years with a vigor that many considerably his juniors might envy. He may be found every lawful day in the year at his place of business on Yonge Street, and is glad to see any of his fellow-craftsmen who can find the time to drop in and have a chat with him. He is somewhat of a literary turn of mind, and in addition to being one of the best story tellers in the city has published several humorous *bronchures*, treating of his school life in Ireland, and his early pioneer days in Canada, which are well worth reading.

The career of Mr. Morphy is one worth studying by every young jeweler who aspires to advance in his profession, for it not only tells a story of obstacles triumphantly overcome by patient industry, but points it with the morals that "Honesty is the best policy" and "a good name is better than riches."

## OPTICAL DEPARTMENT.

Under this head we solicit questions of interest bearing on optics, particularly the eye, the defects of vision, and their correction by glasses.

All communications must be addressed to Dr. John S. Owen, 112 West High St. Detroit, Mich., and must be received not later than the 15th of each month in order to insure publication in the following issue of THE TRADER.

QUES. 5. "I have a customer, a boy nine years of age, who complains of his eyes hurting very much when he is reading or writing. The pain is greatest in the corner of the eyes next to the nose. After closing his eyes and rubbing them awhile he can resume reading for a short time, when the pain returns. His eyes appear bright and natural. There is no inflammation,

and I cannot find any visual defect, his sight being clear and perfect. For several months past, during the holidays, he has been reading stories almost constantly until about two weeks ago, when his eyes failed, and now he cannot read more than ten or twelve lines when they grow very tired and painful. This is really all that he complains of. Will you please throw some light on his case?"

The boy is suffering from *Acute Muscular Asthenopia*.

Asthenopia is divided into two kinds, viz:—*Accommodative*, when the Ciliary Muscle only is involved, and *Muscular*, when the muscles which *turn* the eyes in the various directions are at fault. When both Muscular and Accommodative Asthenopia are present, the condition is termed *General Asthenopia*.

Accommodative Asthenopia has been discussed in Ques. 2. (THE TRADER, August, 1890).

The eye is moved directly *upward* by the contraction of the Superior Rectus Muscle; *downward* by the Inferior Rectus; *inward* (towards the nose) by the Internal Rectus; and *outward* by the External Rectus. When moving the eye in any of *these* directions, the movement is accomplished by the action of these muscles alone. The *upper* portion of the eye is rotated slightly *inward* (towards the nose) by the contraction of the Superior Oblique Muscle, which movement also rotates the *lower* portion of the eye *outward*. The *lower* portion of the eye is rotated slightly *inward* (towards the nose) by the Inferior Oblique, which movement also rotates the *upper* portion of the eye *outward*.

When looking *downward and inward*, as at the point of the nose, the Internal and Inferior Rectus, and the Inferior Oblique Muscles are contracted; *upward and inward*, the Superior and Internal Rectus, and the Superior Oblique; *upward and outward*, the Superior and External Rectus, and the Inferior Oblique; *downward and outward*, the Inferior and External Rectus, and the Superior Oblique.

When looking at twenty feet or further, the lines of vision (one from each eye) are *practically parallel*, and the muscles of rotation and accommodation of vision are at complete rest.

In the act of reading at twelve or fourteen inches, if the print is held on a level with the eyes, the two Internal Rectus Muscles are the *only* muscles of rotation that are contracted. If the print is lowered to a table, or the usual position for reading, the eyes are turned *downward and inward* by the Inferior and Internal Rectus, and the lower portion of the eyes are rotated slightly towards the nose by the Inferior Oblique. This is the position of the boy's eyes when reading. The pain or tired sensation which he complains of, is due to overtaxing these muscles, the greatest strain being on the Internal Rectus. If the muscle of accommodation was involved in his ailment, the print would appear blurred and indistinct, but this is not the case.

In order to relieve the strain on the *Internal Rectus Muscles*, we would prescribe a prism lens of 3 before each eye, placing the base *inward*, or towards the nose. These glasses may be worn for *necessary reading only*, until the muscles have regained their strength, which would require from five to ten weeks. The boy should abstain from reading as much as possible, and thus secure rest for the overworked muscles. He should have plenty of out door exercise, and *viz*, also plain nourishing food.



# WINNIPEG.

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WATCHES *and* DIAMONDS

SOLID GOLD AND ROLL-PLATE JEWELRY.

---

*ROGERS' Silver Plate, Hollow and Flat Ware.*

---

CANADA AGENTS FOR  
THE ANSONIA, WATERBURY AND INGRAHAM CLOCKS.

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TOOLS AND MATERIALS.

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We keep in stock and sell to SUIT OURSELVES  
and CUSTOMERS ALL the LEADING LINES of  
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WINNIPEG.



# SELECTED MATTER.

## MR. SELBY'S LOST WATCH.



IN the course of a certain complicated business transaction, Mr. Selby came into possession of a very fine old-fashioned English watch. It had a double gold case, and the finest chronometer balance movement. The gentleman from whom he obtained it assured Mr. Selby that it cost £100, and was as fine a timekeeper as was ever produced in the United Kingdom. Quite naturally, Mr. Selby prized this watch in proportion to its intrinsic value and admirable time-keeping qualities. He never tired of displaying to his friends the peculiar construction and superior workmanship of his rare treasure. He would

press a spring and remove the outside case, laying it aside with a smile, as much as to say, "There, already, is the full value of one of your cheap American watches!" Then he would pry open the inner case with his penknife, and with the greatest care lift upon its hinge the plate bearing the movement, and point admiringly to the jeweled chronometer works. "Did you ever see a movement like that?" he would exclaim; and then, as his friends crowded around, he would let the works back into place, declaring that he could trust no man's breath except his own among such delicate wheels and springs.

And yet Mr. Selby would not wear a chain for the further protection of his valuable watch. He had never carried a chain with his old silver watch, yet he had never lost that. Why, then, should he go to the expense of buying a chain suitable for the chronometer balance? Besides, Mr. Selby had gotten into the habit of not wearing a watch chain, and as he was a man who was very set in his ways, he actually shrank from making any new departure of this sort. So he went about with the English watch loose in his vest pocket; and in reply to his wife's frequent reminder that he ought to buy a watch chain, he always replied, "Mrs. Selby, I believe I know how to take care of a watch."

Nevertheless, Mr. Selby had some misfortunes with his chronometer, which might have been prevented even by the use of a cheap steel chain. One day he and Mrs. Selby were washing the plants in the bath tub, which was half full of water. Suddenly, Mr. Selby leaned over to pick up a geranium pot, the big watch slipped from his pocket, splashed into the water and sank to the bottom of the tub. Mr. Selby dropped the geranium pot, which fell into the water, deluging him from head to foot, and sinking directly on top of the watch. When the latter was at last rescued, Mr. Selby held it to his ear with a trembling hand.

"I thought you said you knew how to take care of a watch?"

"So I do," replied Mr. Selby, with justifiable pride. "It's going yet!"

"At another time Mr. and Mrs. Selby were in New York

city for a week's shopping. One day, on Broadway, Mr. Selby stopped, and pulled out his watch to see if it was time to go for luncheon. His action was rather hasty, and, unfortunately, the ring slipped from his fingers and his ponderous watch fell on the pavement. Immediately it divided itself into three portions. The outside case came off and rolled in one direction; the inside case burst open and rolled in another; and the precious chronometer movement was detached and rolled in a third direction. Mr. Selby pursued the works, Mrs. Selby ran after one of the cases, and a friendly policeman picked up the other case. Then a grand *ensemble* was hastily effected, and Mr. Selby put the watch to his ear with an apprehension that expressed itself in every line of his face. But at once his anxious look gave place to a broad and sunny smile. "My dear," he exclaimed, with pardonable emotion, "it is still going!"

But at last there came a time when Mr. Selby sincerely wished that he had taken the advice of his wife and purchased a watch chain. One evening, at the instigation of Mrs. Selby, he climbed up through the trap-door into the small attic in the top of the house to look for a lunch-box; for the Selbys were to have a family pic-nic on the morrow. The attic was full of papers (which the Selbys always saved to put under carpets), boxes, wrecked furniture, government reports, discarded clothing and other rubbish. It was a small attic, not high enough to stand erect in; and it was as much as a man's phrenological consistency was worth to go groping around in it under the most favorable circumstances. The roughly plastered walls were unfinished, and there was quite a wide gap between the ends of the floor-boards and the lath of the walls. Mr. Selby dug around in the rubbish for a while, and finally found the kind of box he wanted. He handed it to his wife, through the trap-door, and came down.

Three or four hours later, as Mr. and Mrs. Selby were on the point of retiring, Mr. Selby put his hand into his vest pocket to take out his watch and wind it. Instantly he turned very pale. Mrs. Selby, who was standing at the mirror letting down her hair, noticed even in his reflected image the change in her husband's color and expression, and turned about in alarm.

"I—I have lost my watch!" grasped Mr. Selby.

"Just what I told you," said Mrs. Selby.

Mr. Selby began to ransack all his pockets with frantic haste. Then he tore off his coat and felt all around the lining of his vest. He also examined the lining of his coat, and felt up and down the legs of his trousers. Last of all, in desperation, he pulled off his shoes and held them upside down. The watch was not there. Evidently, it was secreted in no part of his clothing. Then Mr. Selby began to walk rapidly about the room, slapping himself and thinking with terrible intensity.

"Possibly you left it on the desk at your office?" suggested Mrs. Selby.

Mr. Selby stood still and fairly glared at his wife. "Mrs. Selby," he said severely, "I never take my watch out of my pocket without returning it when I get done with it." Then he began to prance around the room again.

Another suggestion instantly occurred to Mrs. Selby, and it was so good that she could not keep it to herself, even if her husband was uppish and cross. "Perhaps," she said, "you





6 SIZE.



18 SIZE.



6 SIZE.



## BEST FILLED CASE IN THE WORLD FOR THE MONEY.

The American Watch Case Company of Toronto ask the attention of the Jewelers of Canada to their line of Hunting Gold-Filled Cases, now in the hands of the Jobbing Trade.

These Cases are made in 10k. and 14k. quality, and every one of them has SOLID GOLD BOW, CROWN, THUMB PIECES, JOINTS AND BEARINGS, and is guaranteed to be the best value Watch Case in the world for the money.

They are equal to Solid Gold Cases in workmanship and finish, and are fully guaranteed by the American Watch Case Co., no matter by whom sold.

All of these Cases bear one of the following Trade Marks, according to quality.

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| 14k. Hunting, 18 Size | Are Stamped<br>"CASHIER"                                                            | 10k. Hunting, 18 Size | Are Stamped<br>"FORTUNE"                                                              |
| 14k. Hunting, 6 Size  |  | 10k. Hunting, 6 Size  |  |

These Cases are made of Filled Stock where Filled will wear equal to Gold, and of Solid Gold everywhere else. If you want to build up a reputation for selling first-class goods at moderate prices, handle the Cases made and guaranteed by

# THE AMERICAN WATCH CASE CO.

67 ADELAIDE STREET WEST, TORONTO.



dropped it out of your pocket while you were rummaging up garret, a while ago."

"Ah!" exclaimed Mr. Selby, his face brightened at once. "That is something like it. Perhaps I did. I will go right up and see." Mr. Selby got the step-ladder and crawled up into the attic again. Then his wife handed the lamp up to him, and he began to search. In about ten minutes he presented a dusky and disappointed face at the trap-door, and called out:

"I don't believe it's here, Elvira. I have looked everywhere and can't find it." Mrs. Selby stood at the foot of the step-ladder, in deep thought. All at once she exclaimed, "Charles, I have it!"

Mr. Selby almost fell through the trap-door in his eagerness. "Where did you find it?" he demanded. "Give it to me!"

"Oh, I don't mean the watch," replied Mrs. Selby; only a possible clew for finding it. It occurs to me now that, while you were up garret looking for that lunch-box, I heard a sound like something falling down inside the wall. Could it be that you dropped your watch between the floor-boards and the laths, and that it went down between the outside and inside walls?"

"Elvira," exclaimed Mr. Selby, after a moment's hesitation, "I verily believe that you have discovered the key to the mystery! Such a thing might very likely have happened. If the watch did go down between the walls, however, it will be a day's job to get it again; so we had better let the matter rest where it is until to-morrow."

The next day, before going down to his office, Mr. Selby rigged up a candle with a gauze wire screen around the flame, and taking it up garret, let it down between the walls with a long piece of brass wire. He found that the open space extended clear to the base-boards of the lower-floor, but in spite of his illuminating apparatus he was unable to pierce the deep gloom which prevailed between the walls. "I see but one way to recover the watch," he remarked to Mrs. Selby, "and that is to cut a hole through the wall in the parlor at the point where the watch is most likely to have fallen, and then search for it on the floor board."

"Why, Charles!" exclaimed Mrs. Selby, in consternation; "cut through that handsome wainscoting that we have just had painted at such expense? You surely couldn't have the heart! And what would you do if you shouldn't find the watch after you had cut the hole?"

"Cut another," replied Mr. Selby, thoughtfully.

"Cut another!" cried Mrs. Selby, raising her hands in dismay.

"Yes, and keep on cutting till we find it!" exclaimed her husband. "I'd rather tear down the whole house and build a new one than lose that watch."

"What foolish talk!" cried Mrs. Selby. "It can't be that you are in your right mind, Charles."

"We shall see," replied Mr. Selby, ominously, as he started for his office.

That evening, right after supper, Mr. Selby got out his chest of tools and marched into the parlor. He was followed by the entire family, loudly protesting against the proposed act of vandalism. To this chorus of remonstrance, however, Mr. Selby paid not the slightest attention. He coolly calculated

the spot at which if the watch had fallen from the attic it would most probably be lying, and set to work. At the first stroke of the hammer on the chisel Mrs. Selby began to weep, and her daughters followed her example. Mr. Selby turned and regarded them for a moment with severe displeasure, then he resumed his iconoclastic labors. It was not long before he had chiseled, bored and battered in the frescoed wall a hole large enough to admit a quart basin. Then he stopped to take breath and contemplate his handiwork. By this time Mrs. Selby had ceased weeping, and stood beside her husband, pale, but resigned. Tom and Henry, the boys, had already begun to take a professional interest in the job, and Angelina had brought the dust-pan and broom to sweep up the litter at the earliest possible opportunity.

"I guess the hole is large enough for me to get my arm through," said Mrs. Selby. "Aha!" he exclaimed, as he lurched forward into the opening up to his shoulder, "it is quite large enough. Now we shall see if the watch is here." First Mr. Selby felt with his right arm along the boards to the left, until his hand touched the joist on that side. Then he reversed the process, inserted his left arm and felt along till he reached the joist on the opposite side. "The watch is not here," he announced, disappointedly. Then he withdrew his arm, stood up, dusted himself, and moved his box of tools a little farther to the right.

"What are you going to do?" asked Mrs. Selby, anxiously.

"I am going to make another hole," said Mr. Selby.

"O Charles—don't! please don't!" pleaded his wife.

"You women folks, keep still!" cried Mr. Selby, doggedly, wiping the sweat from his brow. "I have set out to find that watch, and I propose to do it."

All expostulations were now drowned in the racket which Mr. Selby made with his hammer and chisel. Skill comes with practice, and in much less time than had been consumed in making the previous hole Mr. Selby had constructed a new opening, which he evidently regarded as a masterpiece, for he spent several minutes in trimming its edges artistically. Then he inserted his arm in turn, and felt to the left and right, as before. Nothing but bits of mortar, however, met his groping finger-tips, and once more he announced that the watch was not there.

"And now, of course," suggested his wife, hopefully, "you will give up the search?"

"I shall do no such thing, Mrs. Selby," replied the head of the family. "I think that I have been going in the wrong direction so far, and I shall now dig a hole on the other side of the first one." Accordingly Mr. Selby removed his box of tools and commenced operations on the left. His face beamed with expectation, as he trust his arm into this third hole; but the hopefulness soon died out, as he remarked:

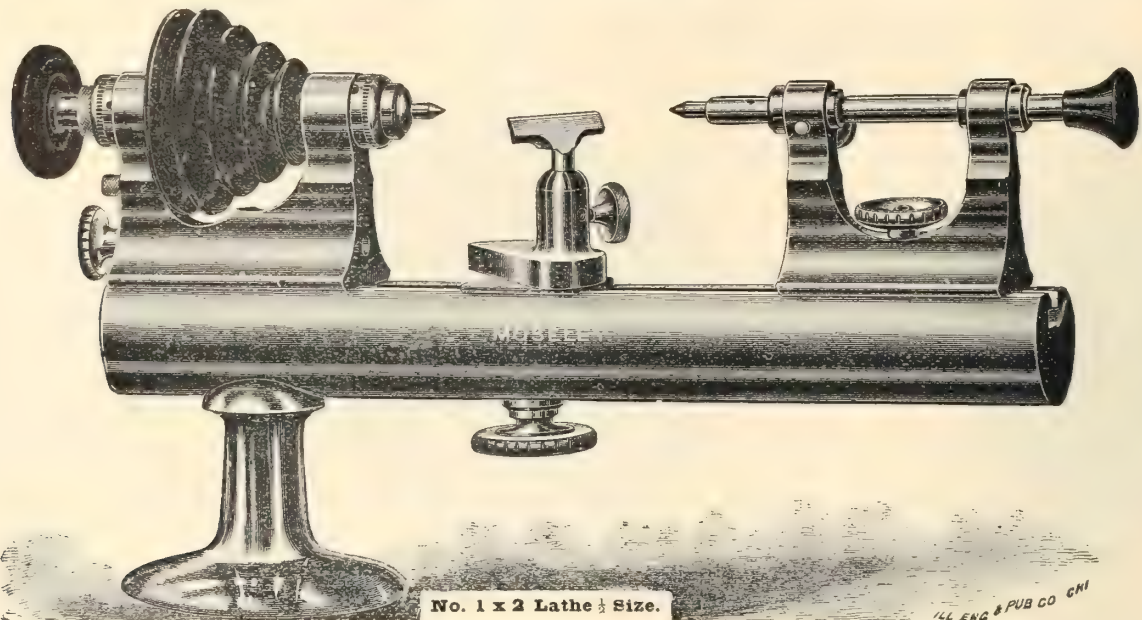
"I do not understand it at all, Elvira. The watch is not even here."

"Well, then, we will put the tools away and go and have a game of whist," replied Mrs. Selby, cheerfully, taking hold of the box.

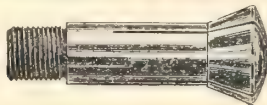
"No, no, not just yet, my dear—not just yet!" said Mr. Selby, gently but firmly detaining the box. "Ha," he exclaimed, as his eye suddenly fell on the window frame above him. "I think I have it now!" The watch has lodged on the top of that window-frame.



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No. 1 x 2 Lathe & Size.



No. 1 X 2 WIRE CHUCK.

All our Chucks are stamped "Moseley" on the face and warranted.  
Cut of Chucks Full Size.

**Note.**—The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

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#### MARTIN'S GENEVA MAINSPRING

This is the finest Spring ever offered to the Trade in Canada. Send for sample doz. and be convinced.

Per Doz.

Martin's Springs for Waltham and Elgin Watches, 18 Size, - \$1 25  
" " for Swiss Watches, all sizes, - - - - - 1 00

For Sale only by A. KLEISER, Wholesale Dealer in Watch Materials of all kinds.

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## IMPORTANT.

A WATCH MOVEMENT has been manufactured and sold by the Aurora Watch Company of Aurora, Illinois, and is being manufactured and sold by the Illinois Watch Company of Springfield, Illinois, and the Columbus Watch Company of Columbus, Ohio, in which the winding and hands setting train is moved into or out of engagement with the winding wheel or the dial wheels by the longitudinal movement of the stem arbor. Such construction is fully covered by Letters Patent, Reissue No. 10,631, issued August 4th, 1885, which patent is owned by us, as has just been decided by Judge Blodgett of the United States Circuit Court in a suit against the Aurora Watch Company. In such decision the Judge holds that the said patent is a good and valid patent, and that the defendant's movement infringes the same, and orders a perpetual injunction to issue restraining the said company from further infringement. (Similar suits, under the same patent, are being prosecuted in the United States Courts against the Illinois and Columbus Watch Companies for the Infringement of our rights).

The purchase, sale or use of either of the hereinbefore named Watch Movements is in violation of our rights, and we hereby notify the trade that from this time we shall hold each person or firms dealing in such movements directly responsible for the infringement.

(Signed)

R. E. ROBBINS,

T. M. AVERY,

Trustees for the American Waltham and Elgin National Watch Companies.



Poor Mrs. Selby uttered a cry of hopeless despair. As if it were not enough for Mr. Selby to decorate the base of the frescoed wall with great ragged holes, but he must needs extend his handiwork half way up to the ceiling! "Oh, Charles!" she wailed. "You surely do not think of making one of those dreadful holes over the window-frame?"

"That is just what I think of doing, Mrs. Selby. Henry, you and Tom bring me the step-ladder immediately."

When the step-ladder arrived Mr. Selby climbed up with his hammer and chisel, and soon bits of lath and plaster began to patter merrily on the carpet. "I am almost certain I shall find the watch here," he announced, as he handed down his tools and proceeded to investigate the gap in the wall. But the watch was not there—at least, not as far as Mr. Selby could reach. So sure was he that he should find it on the window-frame, however, that he made two more holes besides the first, and only desisted when he had run his hand the entire length of the window frame. By this time, considering the house practically pulled down anyway, Mrs. Selby and Angelina had retired, leaving the destroyer to work his will, Henry and Tom still remained, however, to see what their father would do next.

Mr. Selby came down from the step-ladder and, all covered with white dust as he was, flung himself on the plush covered sofa to rest. His eyes began to wander over the scene of desolation, and for the first time he realized the full extent of the mischief he had been doing. "Looks kind of bad, doesn't it?" he asked with a sickly smile, appealing to the boys.

"Yes, father," replied Henry; "I think you have made a pretty thorough job of it."

"Well," said Mr. Selby, "I am going to make just two holes more, and then I will quit." Mr. Selby went to work accordingly, and made an additional hole on the extreme right of the baseboard row, and then another one on the extreme left. It is hardly necessary to say that he did not find the watch in either place. Before leaving the scene of desolation, he compromised with his conscience to the extent of having the boys drag in the plant-stand and conceal with it as many of the gaping holes as possible. Then, thoroughly exhausted, both in nerve-power and muscle, Mr. Selby retired to his chamber. Mrs. Selby was so deeply offended that she would not speak to him, so they went to bed in silence.

A month passed, and still Mr. Selby got no tidings from his watch. At great expense he had the parlor walls patched up and newly frescoed. This pacified Mrs. Selby, and she began once more to heartily sympathize with her husband in his persistent grief at the loss of the watch. One day she said to him, "Dear, are you sure that you looked thoroughly in the attic?"

"Of course I am," answered Mr. Selby, "I have been up there every day for a week, and there isn't an inch of the floor that I haven't examined."

"Still," persisted Mrs. Selby, "I am not at all sure that the watch is not there. You know how often, dear, I have sent you to get a thing, and you have returned saying that it was not there; whereas, when I went to look, it lay right on top of everything else and almost jumped into my face."

"I don't care," protested Mr. Selby, "I guess, if I saw my watch lying around loose, I should recognize it. But if you

aren't satisfied with my looking, why don't you go up garret and look for yourself?"

"I will!" exclaimed Mrs. Selby, with sudden determination; "though, goodness knows, it will be a terrible piece of work for a woman to get up through that trap-door. Still, if you and the boys will help me, I will try it."

Mr. Selby immediately went for the step-ladder and summoned Tom and Henry. The two boys steadied the ladder, while Mrs. Selby climbed to the top, assisted by her husband, who followed close behind. Arrived at the trap-door, Mrs. Selby caught hold of the edges and pulled herself up, while Mr. Selby "boosted." All went well till Mrs. Selby was about half way through the opening, when, to the consternation of all, it was found that she could move neither up nor down. It was a terrible predicament. Mr. Selby boosted with all his might, but it was of no use. Mrs. Selby began to scream and struggle. The outcry brought Angelina to the spot, and in an instant she discerned the cause of the dead-lock.

"It is mamma's bustle!" she cried. "Pull her down, pa, pull her *down*!"

Mr. Selby pulled for all he was worth, and at length unexpected success crowned his endeavors, for Mrs. Selby broke from the embrace of the trap-door with such suddenness and violence that both she and Mr. Selby fell headlong from the ladder, carrying Henry to the floor with them. Confusion reigned supreme for a few moments, but it was soon discovered that no bones were broken, although Henry's nose was bleeding in torrents. Mrs. Selby's temper was now thoroughly aroused. She was a woman who, if she set out to do a thing, would do it, if the heavens fell. Having made up her mind to enter the attic, she declared that it would take something more than a bustle to stop her. Nevertheless, she deemed it expedient, before making another attempt, to retire and divest herself of that appendage. Thus relieved, she again ascended the step-ladder, Mr. Selby boosted, the boys shouted encouragingly—and Mrs. Selby disappeared.

She was gone just one minute. Then she appeared at the trap-door and handed down Mr. Selby's watch, without a word. Mr. Selby was so astonished that he also remained speechless. It was not until Mrs. Selby had descended quite to the floor that he was able to gasp:

"Wh—wh—where did you find it?"

"Lying right on top of the papers," replied Mrs. Selby.

"It must have crawled out of some hole, then," said Mr. Selby, perplexity deepening into amazement upon his countenance. Then he put the big watch to his ear and exclaimed in alarm:

"It has stopped!"—*Good Housekeeping*.

**MOUTH GLUE.**—Good Glue, one pound; isinglass, four ounces; Soften in water, boil, and add one-half pound fine brown sugar. Boil till pretty thick, and pour into moulds.

**BRONZING LIQUID.**—Dissolve ten parts of fuchsine, and two parts of aniline purple in one hundred parts of ninety five per cent. alcohol on a water bath; after solution has taken place, add five parts of benzoic acid, and keep the whole boiling for five or ten minutes, until the green color of the mixture has given place to a fine light bronze brown. This liquid may be applied to all metals, as well as many other substances, yields a very brilliant coating, and dries quickly. It is applied with a brush.



# THE AMERICAN WATCH CASE CO.

## KEEP YOUR EYE ON OUR REGISTERED TRADE MARKS.

### CAUTION.



As some misapprehension seems to exist amongst the retail trade regarding the Watch Case Factories of Toronto, and their products, we deem it but fair to ourselves and the jobbers who handle our cases, that they should be placed in the hands of the trade distinctly upon their own merits as the product of the American Watch Case Company, which has always been sold exclusively to the legitimate jewelry trade.

Every retailer is aware that there is now more than one company manufacturing watch cases in Toronto.

As the product of these factories is commonly spoken of as "*Toronto Cases*," it will be readily seen that a false impression may unknowingly be conveyed by a salesman selling these goods, and it is to correct this that we make the following announcement:

EVERY Gold Filled Case made by our Company bears our registered trade mark of "*A Winged Wheel*," and every Gold or Silver Case made by us bears our registered trade mark of "*A Maltese Cross*."

An experience of five years has satisfied the jewelry trade of Canada that every case bearing one of our trade marks, is just what it is represented to be and nothing else. The Company therefore respectfully ask the trade when they are buying watch cases to examine the stamps thoroughly, and see that they bear one of our trade marks as shown herewith, *as they absolutely refuse to guarantee any case which is not so stamped.*

**THE AMERICAN WATCH CASE CO.,**

67 Adelaide Street West,

**TORONTO.**



When you purchase a Gold Filled Case examine it carefully and see that it bears our Trade Mark of a "*Winged Wheel*." We guarantee no others.



When you purchase an 18 K. Gold Case examine it thoroughly and see that it bears this Trade Mark. We guarantee no other.



Every 14 K. Gold Case made by the A. W. C. Co., bears this well-known Trade Mark. Look for it. We guarantee no other.



Our "*Lion*" Gold Cases are universally admitted to be the best cheap Gold Case ever made. None are genuine without this Trade Mark. Look for it.



With the exception of our N. P. every Silver Case we manufacture bears this Trade Mark. No others equal them in quality. If they bear this impress you will be safe in buying them.



Our "*PREMIER*" 14 K. Gold Filled Screw Dust Proof Case is the cheapest and best in the world. You are perfectly safe in guaranteeing them to your customers and there is money in them for you.

## 67 ADELAIDE STREET WEST, TORONTO.

## LOOK FOR OUR STAMP IN EVERY CASE OF OUR MAKE.



## PERSIAN JEWELERS.



THE goldsmiths' and jewelers' shops in Persia present little attraction to the eye. Perhaps there is a small glass case containing a few of the less costly objects; but the owners are not wealthy men, and keep little or no stock, merely working to order. The artificer, with his one or two grimy journeymen, and perhaps a couple of apprentices, may be seen hard at work in the open air from morning till night. There they sit in the little brick archway, with a tiny furnace of live charcoal, at which the youngest apprentice is

seen blowing with primitive bellows made of a goat skin. Their tools are few and rough; but their work is invariably original. With the silversmith it is another affair. So common is the use of silver that it is hardly looked upon as a precious metal. Electroplating is not unknown; but it finds no favor in Persian eyes, coming under the head of *badel* or *sham*. The silversmiths' bazaar in all the great Persian cities is a sight to see. In the East every trade has its own special quarter. There is the shoemakers' bazaar, the coppersmiths' and the silversmiths'. There the rival artisans work side by side, and the result is a sort of perpetual competitive exhibition. Pipe heads in endless variety, coffee pots, trays, bowls, basins, ewers and bottles here stand in glittering array and bewildering variety. There is no middleman; the maker is the vender, and stands or falls by his own work. Woe be to the wretched silversmith who adulterates or alloys. There is no need of hall marks when the *Darogah*, or police master, is ever on the alert to apply the bastinado to the feet of the swindler.

The Persians are particularly clever in both incised and chased work, and in repoussé work of the highest class. The incised work resembles the best of the *Scinde* work with which the recent Indian exhibition has made most of us familiar. As for chased work, the Persian is inimitable. Every artisan is prepared to produce scroll work and tracery strikingly original. Many a ragged workman can turn out representations of men and animals in motion, wonderful little groups, battle scenes, hunting scenes and representations of birds, fruits, foliage and flowers. Engraving upon metal, in fact, is carried in Persia to its highest perfection. Pipe heads, water bottles, basins, ewers, and even spittoons, are often made of silver, and sometimes of gold; horse furniture and stirrups, trays, dishes, sword hilts and scabbards, dagger and knife handles, boxes and mirror frames, drinking cups and goblets, as well as tea urns and services are ordinarily made of the precious metals. Every villager has his silver-mounted pistol; the stock of his gun is often ornamented with silver plates. No lady, however poor, would think of wearing aught but ornaments of the purest gold. Silver ornaments are only worn by the poor, the women of the wandering tribes, and by negroes. Coral, too, being out of fashion, is relegated to slaves. *Etc.*

## CULLED FROM OUR AMERICAN EXCHANGES.

THE new three-story addition to the Hampden Watch Factory is being rapidly pushed to completion; extra steam boilers have been ordered for both that and the Dueber factories.

THE E. Howard Watch and Clock Co., have an order for 1,000 school clocks from New York city, and will commence work on them early in September. A four-dial tower clock is now in course of construction for the English High School at Boston Highlands.

THE Waltham Company will soon cease the manufacture of their 14-size movement and will increase on the 16. A new model for the 6-size will be made the same as their 1-size.

IT requires over 13,000 pounds of fine steel to supply the annual consumption of the main spring department. There are nearly a hundred springs in a pound, hence you can approximately imagine the proportions of this branch of our great industry.

THE Chicago Clock Company filed articles of incorporation with the County Clerk last week. The directors are H. K. Jackson, A. B. Smith, A. S. Spence, W. Everett Stone and Lucien Levy. Capital stock \$100,000, divided into 1000 shares.

THE New Jersey Self-Winding Clock Company, will at Jersey City, manufacture patent self-winding clocks, with a capital stock of \$100,000. The stockholders are all of Jersey City.

ON October 6, 1890, Assignee H. H. Evans, of the Aurora Watch Co., will appear before the County Court of Kane County, Ill., at the town of Geneva, and present his final report as assignee, and ask that a distribution be ordered of the balance of the assets of said estate.

WATCH No. 5,000,000 now nearing completion at the factory will be presented when done to Treasurer Royal E. Robbins. It is a sixteen size, first quality movement and will be finished without regard to cost and will be a handsome gift. The presentation will in all probability be made with appropriate ceremonies.

THE United States Watch Company are running every department with full complement of hands. Their watch is pronounced A 1 by the trade, and they also have this compliment paid them by rival manufacturers. They are not members of the Association. Sales made but a short time ago run far into the tens of thousands of dollars.

THE new English watch factory seem to be doing anything but making watches. About all of the working force being employed in the manufacture of Wanzer lamps, if late advices received by English friends employed in the Am. W. Co. shop from Prescott are to be relied upon.

THE new Sterling (Ill.) Watch and Clock Factory was destroyed by fire Sunday night, August 17. The factory had been idle for two or three weeks, and what could have caused the fire is not known. Nearly all the machinery, materials and unfinished clocks on hand were destroyed, entailing a loss of \$35,000 upon which there is \$15,000 insurance. The fire was



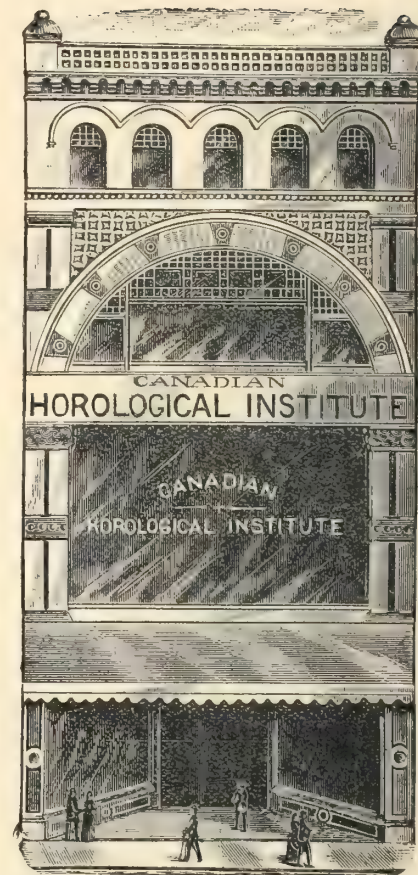
# .. The Canadian ..

## .. Horological Institute ..

133 KING ST. EAST,

TORONTO.

H. R. PLAYTNER,  
PROPRIETOR AND MANAGER.



WE are often asked, "Do you do trade work?" We would say the Institute is prepared to do such work at the prices usually charged for it. We make a specialty of cutting stem-wind wheels, altering key winders to stem winders, changing slow trains into quick trains, and putting fine and complicated watches into thorough order from barrel to balance. All work turned out at the Institute will be characterized by THOROUGHNESS.

An impression seems to have gone abroad that every student at the Institute must construct an entire watch movement; such is not the case, however. We place in the hands of every student a first-class American lathe, with chucks, universal head, slide rest, wheel and pinion cutters, wig-wags, etc., and instruct them in wheel and pinion cutting, turning, jewelers, springing, escapements, etc., and when thoroughly competent we give them trade work, from which they receive half the proceeds.

We aim to turn out first-class workmen in every respect. Send for prospectus. We will be pleased to send it to any address.

CANADIAN HOROLOGICAL INSTITUTE.

### ENDORSEMENTS.

THIS CERTIFIES—That Mr. Henry Playtner has been in my employ for nearly three years, and I can truly say that he is a *first class watchmaker*, quite competent to repair and replace any part in any high-grade watch, including chronometers, minute repeaters, split seconds, etc. He is also industrious and honest, and is greatly devoted to his chosen calling; one of his traits is his ability, painstaking and eagerness to impart to others the knowledge which has taken him years of hard work and *persistent* study to acquire. I can confidently recommend him to all who wish to improve in the art of watchmaking. I may also say that he makes no idle or rash promises, my experience of him has been that he fulfilled to the letter whatever he agreed to do.

TORONTO, Aug. 19th, 1890.

J. P. MILL, 445 Yonge St.

HAMILTON, Sept. 25th, 1890.

THIS CERTIFIES—That we fully endorse The Canadian Horological Institute, and recommend the same to the favorable consideration of the trade.

LEVY BROTHERS.



confined to one floor and the roof, the damage to the building being \$3,000. The company were said to be in debt to Chicago parties to the extent of \$12,000.

THE Rogers & Hamilton Co., manufacturers of high grade silver-plated ware, of Waterbury, Conn., have announced to the trade that all prices are withdrawn upon goods of their manufacture, and quotations will be furnished upon application. This is occasioned by the advance in prices of silver, copper and nickel, which places the market in an unsettled condition.

The Waltham Free Press says: "The craze for fancy dials has struck the Western people, and the factories are now at work upon ornamental designs. The American has for years had quite a run upon this line of goods, and Foreman Hull has produced some of the most beautiful and unique dials ever seen. There is scarcely a week passes that something original in dial painting is not forthcoming.

## CULLED FROM OUR ENGLISH EXCHANGES.

NOTWITHSTANDING the constant heavy emigration, the population of Great Britain has increased more than 4,000,000 since 1885. The total population is about 38,000,000.

THE Duke of Edinburgh is a clever violinist, and also an enthusiastic postage-stamp gatherer, his collection being one of the most complete in the world.

A BIRMINGHAM man, while under the influence of drink, knocked off his great toe with a hammer, imagining that he was cutting his throat with a carving knife.

THE Prince of Wales has saddened the hearts of London shopkeepers by doing all his shopping by proxy. Heretofore he did it in person and never left a shop without raising his hat and thanking the owner "very much."

THE accounts of a pill-maker who has just died in England show that he had been spending \$200,000 a year for advertising. His heirs, however, are finding no particular fault with the extravagance, as he leaves an estate valued at \$25,000,000—all due to pills and advertising.

SIR JOHN MILLAIS was so struck by the loveliness of a young lady whom he met in a ball room in London recently, that he asked her to allow him to paint her portrait. The young lady said yes and gets a picture worth 3,000 guineas for nothing.

Of the original edition of the sonnets of Shakespeare, published by George Daniel, of London, in 1609, there are but two copies known. One of these is in the British Museum; for the other \$5,000 was paid but a short time ago. As the book is very small, only 7 by 4 inches, and weighing less than ten ounces, it was figured that at that rate each ounce of the precious volume brought \$500, or many times its own weight in gold.

A NEW smokeless gunpowder has just been produced at the royal gunpowder factory at Waltham Abbey, in England. It is called Walthamite, and is said to have given startling results on the government ranges at Enfield Lock, when fired in the new magazine rifle, the accuracy in shooting at distances up to 1,000 yards having been something marvellous.

A SMALL collection of walking sticks, formerly the property of George III. and George IV., fetched astonishing prices. An ebony walking stick with gold top, engraved "G. R." and crown, containing the hair of the Princess Augusta Elizabeth, Mary Sophia and Amelia, and inscribed "The gift of the Princess Mary, 1804," sold for £18; an ivory walking stick, with engraved top, £11; a Malacca cane, with gold top, £8; a bamboo cane, with bloodstone top, inlaid with gold, and a hazel walking stick, with gold top, £13 10s.; a tortoise shell stick, with amber top, and a cane with amber crutch, £29.

## EDITORIAL NOTES

### SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

A. H. NEWMAN, of Owen Sound, was in the city last month, seemingly as happy as a king and as contented looking as ever.

THOMAS TUCKER, retail jeweler of Madoc, has removed his business to Bancroft, Ont.

FRED. B. JACQUES has commenced the jewelry business on his own account by opening out a shop in Enderby, B. C., last month.

REMOVED.—Thomas Ticknor, of Arkona, Ont., has removed his jewelry business to Parkhill.

MR. JOHN BRODIE has purchased the stock, etc., of the estate of the late A. S. Murray, of London, and will continue the business at the old stand.

B. RICHARDSON, the oldest jeweler in Aurora, has removed his business to Sudbury, Ont. We trust his new venture may prove a success.

ASSIGNED.—W. F. Merrick, retail jeweler, of St. Catharines, has assigned to H. M. Helliwell, of the same city, for the benefit of his creditors.

MR. A. R. HARMON, the Montreal manager for the Waltham Watch Company, has been laid up for nearly a fortnight, but is now able to be about again as usual.

A GROWING CITY.—Vancouver, B.C., has had an addition to its business men in the person of Mr. J. G. Melvin, who has opened out a jewelry business there.

MR. AMBROSE KENT, of the firm of Kent Bros., of this city, returned last month from his European tour, looking very much improved in health from the change.

E. L. WILLIAMS has opened out a jewelry store in Brighton, Ont. Like every other live Canadian jeweler he wants to be put on THE TRADER list, and has got there.

ALEXANDER MOFFAT, jeweler, of Port Elgin, was in the city last month during the exhibition and gave us a call. He reports good crops and good prospects for trade in his section.

WE HAD A VISIT from T. Evans, of Alliston, during his annual fall visit to Toronto last month. Mr. Evans reports a decided improvement in business and thinks we have a good trade ahead.

T. B. STEACY, jeweler of Brockville, Ont., who has been on an extended tour through Europe for the past three months, arrived safely home last month looking much improved in health.

THE JEWISH NEW YEAR (5651) commenced on the 15th of last month, and as usual all the jewelers of the Hebrew faith closed their places of business during the religious festivals which are held about that period.

MR. JULIUS SAUNDERS, of the firm of H. & A. Saunders, of Montreal, spent a fortnight at the Rossin House, Toronto, introducing the latest European jewelry of his own selection to the trade of this city.

A NEW O SIZE MOVEMENT.—The Elgin Watch Co. have completed



For Time, Appearance and General Satisfaction,

THE

# WATERBURY WATCH

Is UNEQUALLED by any other low-priced Watch  
IN THE WORLD.

THERE is a larger percentage of profit in the sale of WATERBURY WATCHES than ANY Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

*NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.*

**THE WATERBURY WATCH CO.,**

81 KING STREET EAST, - - - TORONTO, ONT.

## DETROIT OPTICAL INSTITUTE.

A PRIVATE SCHOOL OF PRACTICE.

Instruction on the Eye.

Visual defects and their correction.

Manipulation of Trial Lenses, Ophthalmoscope, etc., etc.

*Students continue practice until confidence  
and ability assured.*

FOR PARTICULARS ADDRESS

**JOHN S. OWEN, M.D.,**

142 West High St., - DETROIT, MICH.

**T. WHITE & SON,**  
MANUFACTURING JEWELERS,  
LAPIDARIES & DIAMOND SETTERS,  
RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.

Canadian and Foreign Stones, Rubies, Sapphires, etc., Polished and Mounted for the Trade.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

**C. W. COLEMAN,**

10 KING ST. WEST, (up Stairs,) - - - TORONTO.

WATCHMAKER TO THE TRADE.

Importer and Dealer in GRANDFATHER CLOCKS,

QUARTER TING-TANG AND CHIMES.

ESTIMATES FURNISHED FOR TOWER CLOCKS.

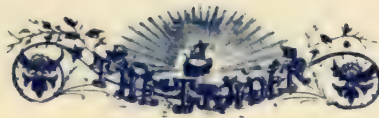
**W. COATES & BRO.,**

JOBBER IN

JEWELRY AND WATCHES,

BROCKVILLE, ONT.





# Davis & Louis Company.

MONTREAL.

WHOLESALE JEWELLERS & DEALERS IN  
PRECIOUS STONES.

NOVELTIES ARE OUR **GREAT SPECIALTY**  
IN EVERY LINE OF GOLD & SILVER JEWELRY.

THIS WE MAKE *The Feature* OF OUR BUSINESS.

Sole Agents in the Dominion of Canada for the Celebrated Window Fronts  
and Shop Fixtures of **F. SAGE & CO. of LONDON, ENG.**

CATALOGUES AND ALL INFORMATION IN CONNECTION WITH SHOP BUILDING &  
WINDOW FITTING SUPPLIED BY MAIL UPON APPLICATION





their line of O size ladies' movements by the addition of a 7 jewelled movement, the price of which will be the same as the 6 size of the same goods

MR. G. L. DARLING, the veteran jeweler of Simcoe, called to say "How do you do?" to us last month. He is as genial as ever, and has no complaint whatever to make regarding the state of business or the outlook.

A. C. ANDERSON returned the other day from his North-Western tour and reports not only great crops but a great trade out there. Everything is booming in Manitoba this year he says. Long may it boom, say we

SIMPSON, HALL, MILLER & CO. have just issued a new and elaborate illuminated show card to the trade. Any jeweler who has failed to receive one has only to drop a post card to the company's office at Montreal

H. G. LEVETUS, of the Montreal Optical Co., passed through Toronto last week on his way home from his trip to the North-West and British Columbia. He reports trade unusually good, and says they were never so busy.

GEORGE HEPINSTALL, of Brandon, formerly the first lieutenant of our old friend "Hepinstall, the jeweler," of St. Thomas, was east last month on a visit to friends in Ontario. He is looking as if the North-West agreed with him

A. C. ANDERSON returned from his North-West trip on the 27th of last month, after an absence of about six weeks. He says he found trade so brisk that he couldn't get over the ground any faster, and is perfectly satisfied with his venture.

FIRE.—A fire broke out in the jewelry store of E. Crompton, 83 King Street East, just after our September issue had gone to press, and did about \$10 worth of damage before it was extinguished by the firemen. The blaze originated through the explosion of a can of benzine.

BACK AGAIN.—Mr. Louis Davis, of the firm of Louis Davis & Co., of Montreal, has arrived safely back from Europe, where he has spent the last three months hunting up novelties in jewelry. The trade may expect a grand selection and close prices as a result of his visit abroad.

W. R. JACKSON, the wide awake jeweler of St. Thomas, exhibited in his store window last month the handsome silver cup won by the Port Arthur corps in the military league competition. It is needless to say that it deservedly attracted a great deal of notice from the public.

THE DANDY CHALKER.—Mr. P. Williams, jeweler, of Huntsville, Ont., has lately patented a little machine intended to chalk lines on roofs. He has named it the "Dandy Chalker," and claims that with its help one man can do considerably more than double the work

CHARLES D. MAUGHAN, of the Goldsmiths' Company, returned early last month from an extended trip through Manitoba, the North-West and British Columbia. He did a rattling good trade, and reports big crops and plenty of business ahead of the people in that part of Canada.

BAD.—A Pilot Mound, Man., dispatch to the *Empire* says that "a young jeweler named J. P. Sheppard, of that place, was accused of robbing the till of the drug store in which he had his shop. He admitted his guilt, but managed to make his escape after being arrested."

C. H. A. GRANT, of Schwab Bros., Montreal, put in a fortnight last month at the Rossin House and did a rushing trade for his firm during the continuance of the exhibition. He had just returned from four weeks salmon fishing on the St. Marguerite river and looks ruddy and strong.

BURGLARY.—A tramp tailor called "Charlie," last month broke into Chambers' jewelry store at Springfield and secured several watches. He then went to Aylmer, where he was arrested and the watches recovered. He was sentenced by the police magistrate to one year in the Central prison.

A. C. ANDERSON & Co.'s new premises promise to be a great improvement over their old warehouse. They are situated immediately in rear of their old place, and entrance is obtained through the large

hallway one door further east (No. 18) on Wellington Street. They expect to remove to their new quarters in a few days.

THE NEW JEWELRY FIRM of Keller & Sanger, Berlin, Ont., have started out right. They ordered a fine burglar-proof safe from the J. & J. Taylor safe works of this city, and their customers may rest easy that any watches or jewelry entrusted to their care will be safe from the depredations of the midnight mechanic.

MR. GEO. KLINCK, of Elmira, has now on hand and nearing completion a large town clock of his own manufacture. It possesses some original devices and Mr. Klinck expects that it will turn out a superior time-keeper. If things turn out as he anticipates, he may make the manufacture of these clocks a part of his regular business.

JOHN WANLESS & Co., jewelers, of 172 Yonge Street, had on exhibition in their window last month a diamond necklace and pendant which they had sold for \$6,000. The workmanship and design were both very fine, and reflected the highest credit upon Messrs. Wanless & Co. who did the work entirely on their own premises.

J. S. MURRAY & Co., the well-known engravers of this city, are open to give instructions in the art of engraving to a few pupils. This is a good chance for any watchmaker to learn engraving, and everyone knows that a watchmaker who can engrave as well as repair watches can always command a good situation and the highest wages going.

MR. A. J. PARKER, President of the Acme Silver Co., was confined to his house during the early part of the month with a severe attack of illness, but is now about again as well as usual. His company did not exhibit at the Industrial Fair this year, being so overcrowded with orders ahead that they have had all they could do to get the goods out.

THE friends of Mr. Thomas Ellis, of P. W. Ellis & Co., better known to the trade as "Tom," were somewhat astonished to find him in company with Mr. Brady, handling his gripsack again last month on the road. "Tom" says he got tired of the house and only went out again to brace up a little, but be this as it may, he had a very successful trip of it

TORONTO RETAIL JEWELERS, as a general rule, had their windows dressed up with a great deal of taste in order to attract the attention of visitors to Canada's great fair, and in many cases the display of watches and diamonds was something superb. Most of them say that in spite of the bad weather their sales were beyond the average of their usual Exhibition trade.

ELECTRIC LIGHT.—A strong company has been formed in Ingersoll for the purpose of lighting the streets of that town with electric light. One of the principal promoters of the company is Mr. H. Richardson, the enterprising jeweler of that burg, and we are glad to learn from the local press that the scheme had been carried to a successful completion and had met with the warmest approval from the citizens.

HOW THEY WERE FOOLED.—A recent New York despatch says that diamonds supposed to be worth \$10,000 were taken by the Customs inspectors from W. H. Medhurst, a young Englishman, on his arrival at that port. Investigation showed that the diamonds were made of paste and their value about \$75, all of which goes to show that all brilliant white colored stones are not diamonds any more than all that glitters is gold.

LOOK OUT FOR THEM.—Advices from London, Ont., state that \$20 bills of the defunct *Bank of Prince Edward Island*, are being put into circulation in the Western part of Ontario. They are being circulated by a man who represents himself as a farm laborer. He is nearly six feet in height, with light brown hair and moustache, and dresses in light tweed pants, flannel shirt, black cut away coat and soft felt hat. Both he and these \$20 bills are worth keeping clear of

WANT A NOISELESS ROAD.—Everybody who has visited Maiden Lane, the jewelry thoroughfare of New York, has no doubt been impressed by the continuous roar of the heavy laden vehicles over its stone pavement. In order to do away with this nuisance the Maiden Lane merchants have petitioned the Department of Public Works to take up the stone pavement now in use and substitute Asphalt or some other equally noiseless roadway.

W. F. DORT, Winnipeg's enterprising wholesale jeweler, writes to





# The Montreal Optical & Jewelry Co., Ltd.

**Warehouse and Factory, 1685 Notre Dame St. Montreal.**

P. O. BOX 1054.

**ONLY MANUFACTURING OPTICIANS IN CANADA.**

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

## OPTICAL GOODS

Ever Shown in the Dominion.

*Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles*  
**AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.**

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

## Montreal Optical and Jewelry Company, Limited.

## The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES  
 ORIGINAL  
 DURABILITY  
 GUARANTEED.



# J.G.C. & CO.

(TRADE MARK.)

FINISH ALL  
 THAT  
 COULD BE  
 DESIRED.

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

## J. G. CHEEVER & COMPANY,

**NORTH ATTLEBOROUGH, MASS., U.S.A.**

GEO. P. WAGNER.

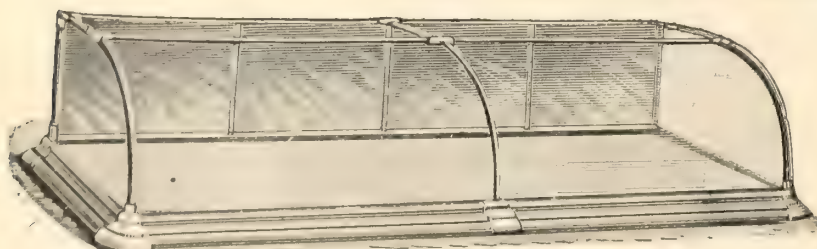
CARL ZEIDLER.

D. C. WAGNER.

## DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.

(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver  
 Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

Show Rooms, Head Office and Factory: West Toronto Junction, Ont.



say that he has never found trade so good as during the present season, and that although he bought more largely than usual in anticipation of the "boom," his sales have been so far in excess of his expectations that he has had to repeat his orders in a great many goods. His stock is now complete again with every line that the trade desires to handle, and will be glad to see every jeweler that can make it convenient to visit Winnipeg.

**E. A. WILLS**, the indefatigable Secretary of the Toronto Board of Trade, the Canadian Jobbers' Association and the Wholesale Grocers' Association, put in about ten days last month in the historic old city of Quebec. A meeting of the Wholesale Grocers' Guild was the ostensible reason given to his friends for this holiday, but those who know him say that Mr. Wills can extract more real enjoyment out of a business trip than any man in Ontario. Anyway, he returned looking very much better for his outing.

**THE CANADIAN HOROLOGICAL INSTITUTE** is now in full operation, and Mr. Playtner expresses himself as sanguine of the prospect ahead. He has now the requisite machinery for cutting all kinds of stem wind wheels to order, so that jewelers desiring to have such work can now have them made exactly as desired. Mr. Playtner is also arranging to take on a limited number of night pupils for instruction, which will be a boon to those young men who cannot take time during the day to improve themselves in the higher branches of the horological art.

**IN SEARCH OF NICKEL.**—A son of Herr Krupp, the great German gun manufacturer, is in Canada testing the quality of nickel brought from the Sudbury mines. He is in search of a nickel to be used in the manufacture of a new gun metal which is expected will be as much superior to steel as steel is to pig iron. If nickel ore is what Herr Krupp wants, Canada can safely promise him the largest and best supply in the world. All that he has to do is to translate his little cannon foundry over here and we will give him all he wants free of charge.

**A GROWING TRADE.**—Mr. William Allen Young, the Canadian agent of the Dueber-Hampden Company, in sending in his change of advertisement this month, writes as follows: "The Dueber-Hampden watches, thanks to their own merits and publicity *THE TRADER* has given them, are enjoying greater popularity than ever before amongst the Canadian trade. The best evidence of this is the fact that repeat orders are continually being received from all parts of the country from dealers who have thoroughly tested them. Dueber-Hampden watches once used, always used."

**LOOKING FOR COUNTERFEITERS.**—George C. Bell, the Superintendent of the United States Secret Service, accompanied by two detectives, visited Toronto last month in search of a gang of counterfeiters who have been flooding the American cities with bogus rare coins and curios. It has been discovered that a large number of these bogus rarities have been expressed to different points from Toronto and Oakville. During the past year a couple of these spurious mints have been discovered, and the authorities think they have located another somewhere in York or Peel County.

**STOLEN.**—The following goods were lately stolen from J. B. Strathearn, jeweler, of Penetanguishene, Ont. Any person coming across any of them will confer a favor by at once communicating with him: 2 P. S. Bartlett, 2 pr. Key Winder Movements Nos. 4336439 and 4336011; 2 Broadway Movements Nos. 4545161 and 4545165; 2 No. 1 Open Face, Non. Mag. Waltham, No. 4095916; 1 No. 3 Open Face Nickel Waltham, No. 4424844; 2 N. P. Open Face Cases; 1 Advance Open Face S. B. and B. Case; 1 4 oz. Silver Open Face, Key Winder, Case; 2 Double Stock Watches No. 8, 4039439 and 4003467; 1 No. 95 Elgin Movement, No. 4237066; 1 13 Line Silver Quick Train Cylinder Watch.

**A SAD DROWNING ACCIDENT.**—Mr. Oliver Morphy, son of the late Henry Morphy, of Toronto, and a nephew of Mr. E. M. Morphy, jeweler, of this city, was along with one of his comrades, belonging to the North-West Mounted Police Force, drowned a few days ago in Lake Winnipeg, Man. "Ollie" Morphy, as he was commonly known in this city, was a general favorite, and his sudden taking off closes a life of good promise. Mr. Morphy was one of the best known amateur athletes in Canada, having been one of the celebrated Argonaut four

oared crew that won the championship of America at Watkin's Glen a few years ago, and afterwards competed at the Henley, England, regatta for the amateur championship of the world.

**SAYS HE ISN'T DEAD.**—A paragraph has been going the rounds of the American jewelry journals, and has also been reprinted by the *Guide* of this city, stating that "Mrs. John Kleiser, widow of the late Albert Kleiser, one of the pioneers of Toronto's trade, has followed her husband to the grave. Mrs. Kleiser died on August 15th." Mr. Albert Kleiser dropped into *THE TRADER* office last month to say that the above was untrue, and that so far from being dead he was never more alive in his life. It was his respected sister-in-law, the widow of the late John Kleiser, who died on the 15th August. The trade will be glad to know that Albert is still in the flesh and that his stock of watch materials at the old stand, 14 King Street East, is still as full as ever.

**NEW MATERIAL.**—The other day, while paying a visit to the establishment of P. W. Ellis & Co., we were taken in hand by Mr. Wilkinson, the manager of the firm's material department, and shown a few of the new importations in the watch repairing line. Mr. Wilkinson is a thorough enthusiast in his work, and under his indefatigable management this branch of the business has grown almost beyond belief. This firm aim to carry at all times in stock a line of material so complete that no matter what the retail jeweler wants he can get his orders filled with exactly what he needs without any delay. A look through their stock of labor-saving tools will well repay any wide awake jeweler who not only wants to turn out good work, but to do it with the least amount of labor.

**A DANGEROUS MAN.**—Paul Alexander Johnson, the mind reader, opened a difficult combination safe in the presence of many well known people at an hotel in Chicago last month under remarkable circumstances. He was blindfolded, his ears and nostrils were packed with cotton, his hands covered with thick kid gloves, and in his mouth he held a cigar, so even the sense of taste was temporarily destroyed. The proprietors and bookkeeper of the hotel stood behind him and thought of the combination. Without touching either of them Johnson turned correctly to the numbers, and swung the door open. Johnson says this proves that man has more than five senses. It is a good job that there are not many men who, like Mr. Johnson, have six senses instead of five. If there were, even a burglar-proof safe would have to be watched with a shot gun all night.

**BOY BURGLARS.**—Percy Smith and Joseph Travers, two young lads, were arrested last month and brought before the police magistrate of Toronto, charged with breaking into the premises of A. G. Metivier, jeweler, 1300 Queen street west, when jewelry worth nearly \$100 was carried off. The detectives recovered most of the stolen property where the prisoners had hidden it, but as it could not be traced to their possession the charge collapsed. The same pair were found guilty of plundering the residence of William Armstrong, Esther street. Some of the things were found on the prisoners when they were arrested while committing a robbery at the residence of Thomas C. Thompson, corner of Spadina and Bedford road. Travers was sent to the Central Prison for four months, and Smith will have to serve 30 days across the Don.

**CANADIAN TOWER CLOCKS.**—As will be seen from their advertisement on another page of this issue, Messrs. P. W. Ellis & Co. are now in a position to furnish the trade with tower clocks of Canadian manufacture, and of a quality fully equal to anything that has been heretofore imported into this country from abroad. These clocks can be had in any variety of style and finish as to dials, etc., that may be desired. The one shown at the Industrial Fair in Toronto is said to have had a dial seven feet in diameter, and to be as accurate a timekeeper as any clock in Canada. Illuminated dials can be supplied with any clock, and these are now rapidly superseding the old opaque dials of our forefathers. They offer these clocks to the trade at such prices as will afford a good margin of profit, and there is now no reason why every town and village in Canada should not have tower clocks of Canadian manufacture on their schools and public halls, put up by the resident jeweler, instead of being supplied by some foreign firm as has hitherto commonly been the case. Send to the firm for prices and particulars.



# DO NOT BE DECEIVED

By the loud talk and profuse use of printers' ink  
concerning "Plated Seamless Wire."

Wire made with gold solder presents a

## PERFECT GOLD SURFACE

And is practically Seamless.

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## THE IMPORTANT THING IS QUALITY.

*WHAT IS THE THICKNESS OF GOLD USED?*

*THAT IS WHAT CONCERNS THE CONSUMER.*

---

## QUALITY ASSURED, TROUBLE AVOIDED

If you use the

## R. F. S. & CO.

## ROLLED GOLD PLATED CHAINS.



**THE RESULT OF BUSINESS HABITS.**—The beauty of any firm's having a good system of keeping track of their business was well illustrated in this city last month when Messrs. P. W. Ellis & Co., wholesale jewelers, received a letter from Inspector Byrnes of the New York police asking if they could trace up the purchaser of a watch movement sold them by the Elgin Company in 1885. Guided by the number of the movement which was given by Mr. Byrnes in his letter, the firm found that it had in the course of the same year been disposed of to Kent Bros., the well-known Yonge street jewelers. Their books were in time examined with the result that it was found to have been sold also in 1885 to Mr. Charles McGregor, the then secretary of the Dominion Bridge Co. The information was communicated to Inspector Byrnes, who replied thanking Mr. Ellis without, however, explaining his reasons for securing it. This incident illustrates how important for all jewelers, wholesale and retail, to keep an accurate record of such goods as watches, which being numbered, can always be identified.

**THE LATEST RAS. FIZZLE.**—The greatest political fizzle of the year has undoubtedly been the Commercial Union meeting held at Chatauqua, Niagara, Ont., last month, at which Ras. Wiman, of New York, Premier Langley of Nova Scotia, and our own Goldwin Smith were the principal orators. The meeting was intended to be a grand rally of the Canadian farmers who were supposed to be groaning under the iniquitous taxation imposed upon them by the present Government, and willing, like Artemus Ward, to sacrifice every one of their wife's relations who happened to be a manufacturer for the sake of getting free entrance to the markets of the great American Union to the south of us. Unfortunately the farmers failed to materialize, only two being present, and the meeting was composed principally of American visitors at Chatauqua in search of health, and hangers on of the Ontario Government and the Ottawa Opposition. Not more than two hundred and fifty, all told, were present, and the oratory fell as flat as champagne out of a bottle which had been opened over night. Ras. will have to try with some other bait if he expects to catch Canadian farmers for suckers.

**A GOOD JOKE** on one of our Canadian wholesale jewelers, not a thousand miles from Montreal, came to light the other day which will bear repeating. The jobber in question, during one of his trips, came across a jeweler who wanted to buy a bill of goods, but would only do so on condition that the jobber should purchase from him a young and vigorous three year old black bear that he had in his possession. A young black bear was exactly what that jobber wanted, and he quickly agreed that if the retailer would buy a \$200 bill of jewelry he would give him \$10 for his bear F. O. B. at the nearest station. The jewelry was delivered, and the jobber was home nearly a fortnight without hearing any word of bruin, when one day he came along in a large packing-box with \$15 express charges on him. This was paid and the bear taken out of pawn and safely housed in the proprietor's back yard to the delight of the children and the terror of the feminine portion of his establishment. Bears were a drug in the market about that time, for he could not get a reasonable offer for him do what he would, until one fine morning a health officer appeared on the scene and informed him that a complaint had been lodged with the department by some of his neighbors, and if he did not have him removed forthwith he would have to be destroyed. In this dilemma he finally succeeded in disposing of his lordship to a butcher for \$10, and glad to get rid of him even at that price. If at any time you want to get this said jobber on his ear, just ask him if he don't want to trade some jewelry for a full grown bear.

**A NARROW SHAVE.**—Although it is said that lightning never strikes twice in the same place, it sometimes comes so very near doing so, that there's nothing funny about it. This is just about what A. J. Parker, President of the Acme Silver Co., thinks regarding danger from fire. Soon after his Company moved into their new premises on Hayter street, the insurance inspector came around in order to give the building a rating. After a thorough examination, he pronounced everything satisfactory in the premises, but pointing to a planing mill and lumber yard just across the road said, "your fire risk will come from there." Sure enough, within two weeks his prediction came true, as not only

planing mill and lumber yard, but five adjoining houses were burned. It was a narrow shave for the Acme but they came through all right, and President Parker breathed freer than before, for was not all danger of fire now done away with. It is always the unexpected which happens, however. Hardly a fortnight had elapsed before another and much more disastrous fire took place in the building occupied by the Cobban Manufacturing Company, immediately adjoining them on the west, and had it not been for their thick solid brick walls the Acme Silver Company's building could hardly have been saved from the flames. As it was the Cobban Company's loss will amount to over \$30,000, and seventy-five men will be thrown out of employment for some time to come. We congratulate the Acme Co. upon their lucky escape from being burned out, and trust that they may not have anything nearer in the fire line while they remain in business.

**A BIG CONCERN.**—Every jeweler who reads *THE TRADER*, which means every live jeweler in Canada, has known of the existence of J. & J. Taylor's safe works in Toronto, but few of them, unless they were looking for a safe, have ever taken the trouble to inspect their factory, and find out just how safes are made. In company with a friend, *THE TRADER* paid a visit to this factory during the exhibition to find out why it was that they had not as usual made an exhibit at Canada's great fair. Once on the premises the reason was soon evident, for the firm are so overrun with work and so far behind their orders that they could spare neither the stock nor the time to make an exhibit of any kind even had they been so inclined. The growth of their business has been so rapid that they have been compelled to make a large addition to their premises and almost entirely remodel their entire factory. The new building is now fully completed at a cost of \$25,000 and gives the firm a floor space aggregating 67,000 square feet. The factory is divided into fourteen departments, through which the safes go before they are turned out in the finished state. J. & J. Taylor have now a safe manufactory which can hold its own with any on the continent, and their immense sales at home and abroad attest the confidence of the public in the genuine merit of their manufactures. The factory at 145 and 147 Front street east is open for inspection every lawful working day in the year and the members of the craft are always made welcome if they want to inspect the premises and find out how safes are made.

**HOW PROFESSIONAL REPORTERS DO IT.**—The *Jewellers' Guide*, of this city, says editorially in its last issue: "'I do not know when we have had such a successful trip,' said Mr. A. C. Anderson last week on his return from British Columbia. 'I must confess that I am thoroughly satisfied, but then my line of goods are hard to beat, and that has to be considered.'" The *Guide* in which this news item was published was issued on the 15th of September, but Mr. Anderson did not arrive home from his British Columbia trip until the 27th September. The query thus arises, did Mr. Anderson, in his anxiety to post the *Guide* as to his trip, make a special journey to Toronto in order to furnish in person the interesting item above quoted and then go back west and finish it at his leisure, or did the *Guide*, in this instance, as it has done in many others which have lately come under our observation, draw on its imagination for its facts. Any jeweler who knows Mr. Anderson is aware that while he is one of the brightest and most successful jewelry salesmen in Canada, he is not so anxious to have his doings paraded by the press as to pay some \$30 in travelling expenses for the privilege, therefore we and our readers will be forced to the conclusion that the personal interview of the *Guide* never took place, except in the imagination of its editor. The *Guide* sneers at *THE TRADER* as an amateur journal, but we very much misjudge the Canadian jewelry trade if they do not prefer a truthful journal, even though it be conducted by an amateur, to an untruthful paper such as the *Guide* has proved itself to be, even though the latter were conducted by the most skillful professional newspaper bar on the face of the earth.

**GOING FOR WATCH CLUBS.**—The morality branch of the police department of the city of Toronto have recently discovered that the way in which clubs for the sale of watches, jewelry, silverware, furniture and other goods are conducted, is calculated to undermine the foundation of the British Constitution, and therefore summonsed half a dozen of the most prominent of them to explain before the police



LEVY BROS., HAMILTON, ONT.

## L. BROS. STANDARD ROLLED-PLATE CHAINS

STAMPED

"L. BROS." AND "L. B. H."

We guarantee them to outwear any other Chain in the Market.

## ALBO-SILVER CHAINS, REGISTERED

We are Sole Agents for Canada. Beware of Imitations.

## L. BROS. SILVERIDE O. F. KEY CASE

The Best Case in the World. - - Buy this Case and you will buy again.

HAVING sold out our stock of American Jewelry bought last July, we have been forced to visit the Factories again, and buy

## A NEW STOCK--ENTIRE

These Goods are the Latest, the Best. Everyone acknowledges that our Stocks on the road are Best Value and Best Assortment in Canada.

SEE FOR YOURSELF BEFORE YOU BUY.



LEVY BROS.,

-

HAMILTON, ONT.

WITCH.



Height, 22 ins. 8 day. Gong or Strike.

COMET.



Height, 19 ins. 1 day. Strike.

WIZARD.



Height, 22 ins. 8 day. Gong or Strike.

CANADIAN AGENTS FOR

NEW HAVEN CLOCK CO'Y,  
MANUFACTURERS.

WANDA.



Height, 22 ins. 8 day. Gong or Strike

VESTA.



Height, 20 ins. 1 day. Strike.

MISCHIEF.



Height, 19 ins. 1 day. Strike

- - - CLOSE PRICES. - - -



## NEW GOODS JUST ARRIVED.



Latest

Novelties in

American Jewelry  
and Solid Gold Rings

Beautiful Designs and large Variety.

Ingraham Walnut Clocks

NICKEL ALARMS. CLOSE PRICES.

Waltham and Standard  
Watch Movements.

Canadian Gold-Filled  
Silver Cases,

Watch  
Materials

etc.

# A.C. ANDERSON & Co

WHOLESALE JEWELLERS

16 WELLINGTON ST. EAST TORONTO.



magistrate how they can legally dispose of the goods by lot. Amongst others was Mr. Henry A. Giles, who conducts the "Peoples Jewelry Store" on Queen street west, and generally considered one of the most upright men in trade. Mr. Giles pleaded guilty, and explained that the circulars had been distributed by his clerk in his absence, and after he had decided to give up the scheme. When he returned he paid back the money already collected. A fine of \$20 without costs was imposed. The other parties refused to plead to the illegality of the way in which their clubs were conducted, and as a consequence their cases will go on for trial, and probably be carried to a higher court if a conviction is had against them before the police magistrate. As watch clubs have got to be very common amongst the jewelry trade in all parts of Canada, the outcome of these cases will be looked for with a great deal of interest by the trade in general, and particularly by those who are already running them in connection with their regular business. So far as we can see there is really no breach of the Lottery Act committed by the jewelers who have been running watch clubs, and we venture to predict that an appeal will reverse any decision of the police magistrate to the contrary. Mr. Giles evidently pleaded guilty in order to save himself the trouble and annoyance of dancing attendance at the police court.

**A WATCH FAKIR COMES TO GRIEF.**—A case of much interest to the jewelry trade generally came before the Toronto police magistrate about the middle of last month, when Henry Hyam, an employee of A. C. Roebuck, who has been conducting a jewelry auction at 112 Yonge street, was charged with obtaining the sum of \$4.25 from Mrs. Mary Weatherly under false pretences. Mrs. Weatherly is the wife of a Bruce County farmer. She alleges that she went into Roebuck's auction room while the sale was in progress. Among the articles offered was a watch which Hyam, the auctioneer, represented was solid gold, worth \$60, with fifteen jewels, and warranted for fifteen years. Mrs. Weatherly bid the timekeeper up to \$4.25, at which figure the auctioneer knocked it down to her, assuring her that it was a good watch, which she would be at liberty to have tested by any practical jeweler, and if not as represented, she could get her money back. On these express conditions the transfer was negotiated. Mrs. Weatherly took the watch to Mr. E. M. Morphy to have it examined, who told her that he did not think the watch would go at all. She then retraced her steps to Roebuck's place, when she asked Hyam to return the money and take back the watch. Hyam told her they did not do that kind of business, but referred her to a man sitting in a room behind the store, who, he said, was the proprietor, and would attend to the matter. The person turned out to be only an employee like Hyam himself. After some conversation, Mrs. Weatherly protesting against the alleged fraud that Hyam had perpetrated on her, the man picked up a watering can full of water, and commenced to sprinkle the floor about where she was standing. She understood that his object was to drive her away, and therefore walked out determined to seek satisfaction elsewhere. She explained the circumstances to Inspector Stark, who sent acting Detective Duncan to the store with her. Hyam offered her \$10, alleging that an exposure in the newspapers of the alleged fraud would ruin the business. Duncan advised her not to accept the compromise, and she refused the offer, returning to the detective's office where the information was sworn out. When the case came before the magistrate he said he thought that no fraud had been established as Mrs. Weatherly had examined the watch before buying it, and would therefore remand the case for a few days in order to give the accused an opportunity of buying the watch back. Hyam's lawyer then offered Mrs. Weatherly \$4.25 for the watch which she accepted. When the case again came before the magistrate, he dismissed it as no further evidence was offered by the crown. Mr. Roebuck has intimated to the police that they intend to give up the business, and that the money paid to them by persons dissatisfied with their purchases (and they appear to be legion) will be refunded. There is a lesson for the retail jewelry trade in the above that they should not be slow to take advantage of, for it affords an easy and certain method of putting a stop to the under-auction business that has swept like an epidemic over Canada these latter days. A word to the wise should be sufficient.

caption the *Jewellers' Guide*, of this city, in its last issue goes out of its way to violate the amenities of legitimate journalism by publishing two columns of editorial matter full of personal abuse against the editor of this journal. Under ordinary circumstances we prefer to treat such diatribes as the one above referred to with silent contempt, but as the *Guide's* charges involve others besides ourselves, we are reluctantly compelled by our denial to give them an importance which they do not otherwise merit. In regard to the charges therein contained we need hardly assure our readers that they are utterly untrue, and that from beginning to end they have not the slightest foundation upon which to stand. According to this professional newspaper Moses of the 19th century, who has commissioned himself to deliver the whole jewelry trade of Canada from a worse than Egyptian bondage, under which, for the past eleven years they have been held against their will by the wicked, wicked, *TRADER*, this journal is neither more nor less than a low blackmailing sheet, and its editor a rapacious mercantile vulture from whose clutches manufacturers and jobbers alike, even though backed by the powerful assistance of this long looked for deliverer, are unable to extricate themselves. Well, well! surely this *TRADER* man must be a terribly bad fellow, and the only wonder is that our jewelers have not long ago risen in rebellion and hung him on the nearest lamp post. But joking aside, how would it be, seeing that no one can be found simple enough to believe these Munchausen stories (which somehow bear a curious resemblance to a certain blue lead pencilled romance on the same subject published some years ago in the *Forest and Farm* newspaper) if the editor of the *Guide* would vary the monotony of publishing falsehood, by giving us a few facts vouched for by some reputable person, other than himself, upon whose word the trade could depend. We give the *Guide's* statements the lie direct, and challenge its editor either to back them up by indisputable evidence or stand convicted before the trade as a mendacious literary ribstabber by profession. This utter want of truth in the *Guide's* diatribe reminds us of a story of the celebrated infidel Col. Robert Ingersoll, who some years ago went to Europe for the benefit of his health, and a witty American newspaper paragrapher commenting upon the event, put it in this terse but emphatic way: "Bob Ingersoll sailed for Europe yesterday, but the cause of infidelity will not be neglected, as in his absence the devil will continue the business at the old stand." If the father of lies is not available the next time Robert visits Europe, we would suggest that the *Guide's* editor might be put in commission as a very worthy substitute. Near the close of its article the *Guide*, as usual, blusters and again loudly denies a charge that so far as we know neither *THE TRADER* nor any one else ever made. We asked the *Guide* a very simple question which could have been easily answered in a few words, but instead of the straightforward reply which any honest journalist would give, it adopts a method commonly practised by unscrupulous lawyers, when they have a case they know to be rotten, of withdrawing attention from themselves by simply abusing the other side. In order to give the *Guide* another opportunity of showing its honesty in this matter; we for the third time respectfully request it "to explain to the retail jewelers of Canada just what connection it has with the Charles Stark Co., who manufacture watch cases under the name of the Toronto Watch Case Co., and who, if the trade might judge by its advertisements in the *Guide*, furnished the inspiration for the charges made by that journal against *THE TRADER*, and the American Watch Case Co." When the *Guide* gives a straightforward answer to this simple query, there are a few other statements in its articles which might be the better of explanation.

**DEATH OF HORACE WILCOX.**—Horace E. Wilcox, the respected President of the Meriden Britannia Co., of Meriden, died last month at his summer residence, Cottage City, Martha's Vineyard, at the age of 70. Mr. Wilcox was a man of very strong physique, and although well up in years was comparatively young for his age and might in the ordinary course of events have been expected to live for many years to come. The immediate cause of his death was the bursting of a blood vessel, brought on by paralysis and nervous prostration. Mr. Wilcox was a self-made man and with abilities of no mean order he united an indomitable will which neither obstacle nor opposition could cause to falter. For many long years he has been recognized

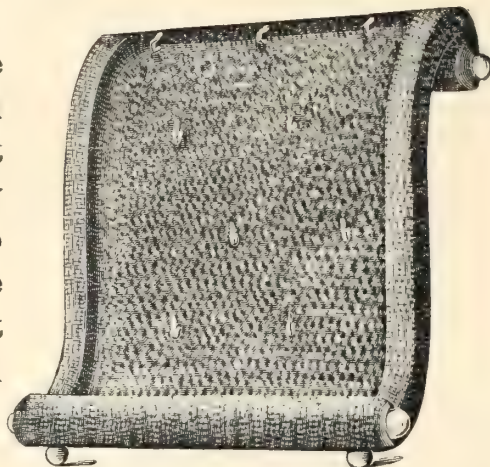




# Novelties for the Fall Trade.

## PLUSH SCROLLS FOR WINDOWS.

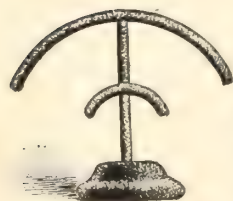
These scrolls are made to hold any kind of jewelry, and attract the eye of the passer-by very quickly. They also make an attractive appearance without showing too much stock.



The following are the prices:

|         |   |              |
|---------|---|--------------|
| Locket  | } | \$3.50 each. |
| Watch   |   |              |
| Brooch  |   |              |
| Earring |   |              |
| Chain   |   |              |
| Ring    |   | \$6.00 each. |

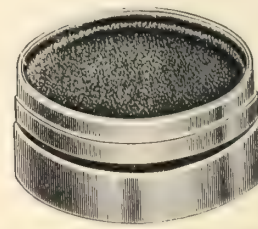
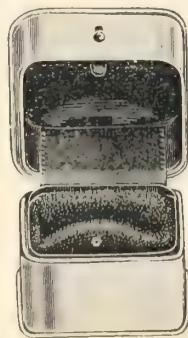
## SILK VELVET PIN STAND.



This is a "long felt want." Every jeweler knows how troublesome it is to show Scarf Pins to advantage. In this stand we have tried to combine comfort and appearance. Twelve holes are bored through the upper arc, and half through the lower arc, thus preventing the pins from dropping too low. The base is made of metal to steady the stand, and the whole frame is covered with the finest quality of silk velvet. By making a large quantity we have reduced the price to \$1.00.

## CELLULOID CASES.

We have added to our already extensive line of jewelry boxes a complete assortment of Celluloid Cases lined with Silk Velvet and herewith show three of the lines. They are finished in the very best style and are specially adapted to diamond and solid goods.



RING No. 133.—Ivory or Antique. RING No. 134.—\$12.00 doz. No. 138.—Jewel Box for Watches, Bracelets, Precious Stones, &c., 3 in. diameter. \$9.00 doz. Ivory, \$15.00 doz. Antique, \$16.00 doz.

Other lines such as Lacepin, Watch, Earring, &c., in proportion.

The HEMMING BROS. CO. Ltd., 76 York St., Toronto.



as the uncrowned king of the electro plate ware business of the United States, and without doubt, the institution over which he ably presided for so long a time controlled a larger share of this trade in its various branches than any similar concern in the world. The deceased was both kind and considerate to the myriad of employees with whom he came in contact, and many a young and enthusiastic toiler has been aided by him and helped towards the goal of his ambition. He was one of the most public spirited citizens Meriden ever had, and it is no doubt largely to his endeavors that many of the most flourishing of its industries were located in that town. Mr. Wilcox's successful career furnishes an example well worthy of emulation, and for many years to come he will be deservedly held up as an illustration of the certainty with which energy and brains can secure a competence and make its mark on this continent. The following concise record of Mr. Wilcox's business career we clip from the *New York Jewelers' Review*: "Horace C. Wilcox was born in Middletown, Conn., in 1824. His education was obtained in the public schools. His scholastic career ended, he embarked in a small enterprise and early displayed business tact. In the year 1852, in conjunction with other gentlemen of Meriden, he organized a company for the production of articles in Britannia ware, which company adopted the corporate style of the Meriden Britannia Company. Mr. Wilcox was installed as secretary and treasurer of the concern. Ere two years had passed over his head he was promoted to the post of president, which office he held until the time of his death. It will thus be seen that he was chief executive officer of the Meriden Britannia Company for more than thirty-six years. He gave strict attention to the interests of the company, yet found sufficient leisure time to associate himself with enterprises calculated to the improvement of Meriden and adjacent places. He was also president of the Wilcox & White Organ Co., the Meriden, Waterbury & Connecticut River Railroad and financially interested in the Wilcox Silver Plate Company, the Meriden Silver Plate Company, Rogers & Bro. of Waterbury, R. Wallace & Sons, of Wallingford, the William Rogers Company, of Hartford, and the Bond Harness Company and Chapman Manufacturing Company of Meriden, and was a director and large owner of most of these companies. He was also largely interested in the Meriden Street Railway, the Home Bank and the Meriden Fire Insurance Co. Without him the Meriden, Waterbury & Connecticut River Railroad never would have been built as he backed up its every obligation with his personal endorsement and was the owner of more than two-thirds of its stock. His steady upholding of this enterprise with the strength of his name and financial resources was typical of his unstinted liberality and public spirit. He gave, for example, \$30,000 to build the Congregational Church in Meriden and every enterprise that awakened his sympathy received from him practical help. His political aspirations were never of a pronounced character. But this did not deter his friends from nominating him for Mayor of Meriden, to which high office he was elected, serving with such credit as to secure another term of office. He was also given a seat in the Connecticut Legislature. Mr. Wilcox was married twice. His first wife was Charlotte, daughter of Jabez Smith, of Middletown. Five children were born to them, the only surviving ones being Mrs. W. P. Morgan, of San Francisco, and Geo. H. Wilcox, of Meriden, who has long been intimately associated in business with his father and relieved him of many of its burdens and duties. The present wife of the deceased, to whom he was married in 1865, was Miss Ellen Parker, daughter of Edmund Parker, and sister of Mr. John A. Parker, manager of the Meriden Britannia Co.'s branch works at Hamilton, Ont. The two children by this marriage, Dwight P. and Florence are living and have been this summer at Cottage City with the family."

**GLASS CEMENT.**—Take pulverized glass, ten parts; powdered fluor-spar, twenty parts; soluble silicate of soda, sixty parts. Both glass and fluor-spar must be in the finest possible condition, which is best done by shaking each in fine powder, with water, allowing the coarsest particles to deposit, and then to pour off the remainder, which holds the finest particles in suspension. The mixture must be made very rapidly, by quick stirring, and when thoroughly mixed must be at once applied. This is said to yield an excellent cement.

## OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade. NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

**A YOUNG MAN** wishes situation as apprentice to the watchmaking and jewelry. Can give best of references as to character. Age, 17. Address, W. BRADLEY, Harriston, Ont.

**A RARE CHANCE** for a young man wishing to start business in a good live village, with a population of about 2,000. The owner will sell all or part of stock to suit purchaser. Good reasons for selling. Address, RETAILER, care of Edmund Scheuer, 11 Wellington St. West, Toronto.

**FOR SALE**—In a town of about 4,000 inhabitants, a well-established Jewelry Store, in connection with a Book, Stationery and Fancy Goods. Will sell watches, clocks, jewelry, silver-ware, optical goods, tools, material, safe and benches. Owner retiring from the business. Or will sell all and rent store. Stock about \$5,500. Correspondence strictly confidential. Apply J. A. G., care of Goldsmiths' Co., Toronto.

**MIDDLE** aged, thorough practical manufacturing and repairing jeweler who is returning to England in the coming spring, wishes to meet with a winter's work in manufactory or retail store; also has for sale Rolls, Lathe and Bench Tools, also a practical treatise on Gold and Alloys, Coloring, &c., and one on Metallurgy, Gold and Silver Plating, &c.; two very useful works. Address, METALLURGY, care TRADER PUB. CO., Toronto.

**SITUATION WANTED.**—By a young man. Have had over two years' experience at watch, clock and jewelry repairing. Good references. Address, D. H. NELLES, Box 80, Paris, Ont.

**SITUATION WANTED.**—By young man, where he would have a chance to improve. Can do all kinds of plain watch, clock and jewelry repairing. Wages not so much my object as a good place. Best of references furnished. Address, G. A. SHAVER, Box 90, Arthur, Ont.

**SITUATION WANTED.**—By young man three and a half years' experience at watches, clocks and jewelry repairing. Can give best of references. Address, REPAIRER, care TRADER PUB. CO., Toronto.

**SITUATION WANTED.**—By Watchmaker with five years' city experience. Can furnish best of references. Address, G. W. P., care TRADER PUB. CO., Toronto.

**SAFES.**—Second hand, good as new, very cheap. Fire-proof, 42 in high, 33½ wide, 27 deep, price \$70. Burglar and fire-proof, 47 x 33½ x 30, price \$225. Burglar and fire-proof, 61 x 50 x 35½, price \$500. 10% for cash. All with the latest improvements. A. C. ANDERSON & Co., Toronto.

**TO LET.**—Those desirable premises on Adelaide St., Toronto, lately occupied by A. H. Welch as a manufacturing jewelry establishment; first class steam power and light. For particulars apply to WELCH & BLATCHFORD, Jewelers, Yonge St., Toronto.

**WANTED.**—A good watchmaker. Engraver preferred. Steady employment to suitable man. State particulars and wages expected. Address, NELLY & BELL, Box 32, Aurora, Ont.

**WANTED.**—A permanent situation by a first-class watchmaker. Have a complete set of modern tools, including Webster-Whitcomb lathe with attachments. Good references. First class salesman. Address, LOCK BOX 4, Petrolia, Ont.



# NEW HAVEN CLOCK COMPANY

ALWAYS TO THE FORE.



LOWEST PRICES - - - -

MOST SALEABLE PATTERNS

- - - - NO STICKERS

## E. & A. GUNTHER, - TORONTO.

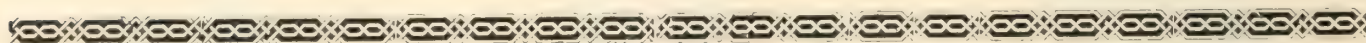
CANADIAN AGENTS.



Goods well bought are half sold ; therefore buy your Clocks from a regular Clock Jobbing House, who have selected the best and only the best sellers.

We have all facilities for rapid and careful shipment.

STAPLE PATTERNS ALWAYS IN STOCK.



We are also SOLE CANADIAN AGENTS for the

## Warner System of Electric Time Clocks.

ESTIMATES FOR TOWER OR PUBLIC BUILDING CLOCKS GIVEN ON APPLICATION.



## WISE AND OTHERWISE.

**KNOCKED OUT THREE TIMES.**—First Broker—"Are you in favor of a combine?" Second Broker—"No my boy. I've been a party to three rings this year, and—" First Broker—"Got left?" Second Broker—"Yes. And the girl kept the ring every time."

**A PERPLEXED CUSTOMER.**—Mrs. Bargan—"What are you worryin' about this morning?" Mr. Bargan—"I need some new clothes and a watch, and I can't make up my mind whether to get the clothes at a store where they give away watches, or to buy the watch at a store where they give away clothes."

**HE WANTED SMALL ONES.**—"Do you keep jewelers scales?" asked an opulent-looking man, as he entered a scale dealer's store. "Yes, sir; we have a fine assortment. Are you in the diamond business, sir?" "Oh, no; I'm in the ice trade."

**AT A FASHIONABLE WEDDING.**—Guest (to unknown man by his side)—"this is a great society event." Unknown Man—"Indeed it is. One of the most fashionable weddings ever held in New York." "None but the very creme de la creme here. 'That's so. It is exceedingly select.' 'Are you a relative of the parties?' 'Not at all. I am a detective, watching out that none of the guests steal the wedding presents.'"

**THE REASON.**—"What makes Time always have an hour glass?" said Willie to Bessie in the picture gallery. "Maybe it's so's he can tell when it's time to put up his sythe and quit work."

**CONSIDERABLE TIME LOST.**—Brown (excitedly)—"My watch has been stolen." Jones (interested)—"What kind of a one was it?" Brown—"It cost \$500." Jones—"By cripes, old man, that's a good deal of time to lose 'aint it?"

**SOME RATIO.**—"It is odd that the value of diamonds does not increase in the ratio of their size," remarked the Snake editor. "How does it increase, then?" asked the Horse editor. "In the ray show of their brilliancy."

**HIS IDEA.**—Schoolmistress (just beginning a nice improving lesson upon minerals to the juniors)—"Now, what are the principal things we get out of the earth?" Youthful Angler, aged four (confidently)—"Worms."

**JOHN WAS SO LITERAL.**—Her Girl Chum (sweetly)—"What did John get you for a birthday present?" Mrs. Young wife (mournfully)—"not a thing." H. G. C. (emphatically)—"Why, how did that happen?" Mrs. Y. (weeping)—"Well you see, he asked me (sobs) what he should get for me, and—and I (more sobs) told him I'd love him just as just as

well (sobs) if he didn't g-get me anything, and—he he didn't."

**PLAUSIBLE BUT IT DIDN'T WORK.**—A couple of weeks ago a funny thing happened in the police court which the daily papers didn't happen to catch. A young man was arrested charged with stealing a watch from the clothes of the man with whom he boarded. He acknowledged his guilt, and when asked by the magistrate why he took it, said: "The doctor advised me to take something for a cold, so I took the watch." "Well," said the justice "why did you take the watch?" "Oh I thought if I could get time nature would work a cure." He was sent up, though, in spite of it.

**LOST HIS GRIP.**—"I don't think you can catch that train," said the baggageman to the drummer as it dashed by. "No," responded the brilliant train evangel, throwing his satchel on the last platform, "but I've got my grip on it just the same."

**DIVERSE OPINIONS DUE TO PROFESSION.**—Young Lady (admiring a watch)—"What pretty little hands it has!" ArtConnoisseur: "Nonsense! one of them is larger than the other."

**THE WRONG PLACE FOR PELTS.**—Y. A. Hoo—"What'll you take and save me 'bout six cat pelts?" Jeweler—"We deal in jewelry. You should go to a fur store." Y. A. Hoo—"Don't yer sell catseyes?" Jeweler—"Yes." Y. A. Hoo—"Well, what do ye do with the hides?"

**AN OPTICAL ILLUSION.**—"That must be a Boston girl." "Why do you think so?" "She is all freckled." "How does that make her a Boston girl?" "Well, you see she has her specks on."



MIDSUMMER WEDDING GIFTS.

BRIDE (disconsolately): "Dear, they've given us nothing but nine pitchers. What do they take us for?"

GROOM: "It looks as if we have been mistaken for a baseball Club." *Jewelers Weekly.*

### EPIITAPH ON AN ORCHESTRA LEADER.

He has been beating time, they say,  
For more than ten years past:  
But now old Time has won the day,  
And beaten him at last.

**SHE DIDN'T AGREE WITH HIM.**—Silversmith (proudly indicating a vase decorated with nude human figures)—"There is one of the most beautifully chaste pieces in our place." Miss Prude—"Chaste! Pray what do you regard as loud?"

**SORRY HE SPOKE.**—Gradgrind (to his employees)—"Nobody but me is to touch that clock. Nobody is to begin or leave off work except as it indicates the time." Foreman—"Yes, sir." Gradgrind (the next day)—"Why, the day is one-fourth gone and nobody's at work! What does this mean?" Foreman (meekly)—You forgot to wind the clock, sir.

**OLD TIMES.**—Belle was asked where her little brothers, aged four and two, were. She replied: "They are sitting on the doorstep talking about old times."



# SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

## Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

***OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.***

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.



All our Flat-Ware bears this Trade Mark

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.

Every Piece is Stamped Thus.

(TRADE MARK FOR



HOLLOW WARE.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

**EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.**

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers; Sr., died 1883.)

**FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.**



SEND TO **H. ELLIS,** 

WHOLESALE JEWELER,

14 WELLINGTON STREET WEST,

FOR A SELECTION PACKAGE OF NEW GOODS.

**A. M. BROCK,**

IMPORTER OF

WATCHMAKERS' ———

AND

JEWELERS'

———— MATERIALS.

KINGSTON, - - - ONT.

JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

**J. S. MURRAY & CO.**

GENERAL AND ORNAMENTAL

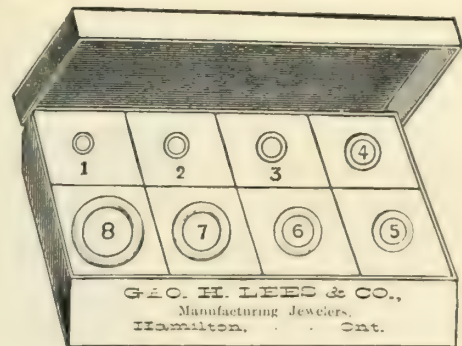
ENGRAVERS,

ROOM 58,

YONGE STREET ARCADE, - TORONTO.

PUPILS TAUGHT ENGRAVING

FOR TERMS APPLY TO THE ABOVE.



**ONE GROSS.**

ROLLED PLATE and SILVER JUMP RINGS, conveniently done up in boxes holding one gross each, assorted in eight useful sizes.

R. P. .... \$1.25 per gross.  
Silver ..... 1.75

Order a box of each to start with, and afterwards order by number any quantity you may want. You will find this a very good system. Sent by mail on receipt of price.



**FRIENDSHIP RINGS.**

Made in the above and also in Plain and Twist Wire Patterns. These rings are having a great run, and we think that ours are heavier, better finished, and sell quicker than any other make.

**REDUCED PRICES.**

Silver with Bangles, \$1.60 per dozen. Silver, with Initials, \$2.10 per dozen.

Gold, with Bangles or Initials, \$7.20 per dozen.

Rolled Plate, Bangles, \$2.00.

Rolled Plate, Initials, \$2.50.

Mailed on receipt of price.

**BANGLE BRACELETS.**

12 Nice Patterns. Coin Silver. Sell well everywhere. Try a dozen and you will order more.

1 Dozen, \$2.35.

2 Dozen, \$4.60.

3 Dozen, \$6.75.

Mailed on receipt of price.

**G. H. LEES & CO.**

Manufacturing Jewelers. Watchmakers & Engravers.

**HAMILTON, ONT.**

Cut this out for reference. It will not appear next month.



# MERIDEN BRITANNIA CO'Y

**FINEST QUALITY**

## ARTISTIC, GOLD & SILVER PLATE.



**MARK**  
For Hollow Ware

TRADE MARK

1847, ROGERS BROS., A1

OR

1847, ROGERS BROS., XII.

For Genuine Rogers Goods.

NO. 65. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories: Meriden, Conn., U. S., and Hamilton, Ont., Canada.





# A TELEPHONE CONVERSATION WITH THE TRADE.

---



*A. W. C. Co.*—Hello, Central!

*Central.*—Yes, who do you want?


*A. W. C. Co.*—Give us the Retail Jewelers of Canada.

*Retail Jewelers.*—Hello, who is it that wants to speak to us.

*A. W. C. Co.*—THE AMERICAN WATCH CASE COMPANY, of 67 Adelaide Street West, Toronto, is speaking, and they just want to inform you that they absolutely refuse to accept any responsibility for any Gold, Silver or Gold Filled Watch Case unless it bears one of their Registered Trade Marks.

*Retail Jewelers.*—That's all right, but just tell us what are your registered trade marks?

*A. W. C. Co.*—Our trade mark on all Gold and Silver Cases is a "**Maltese Cross**," () and on all Filled Cases a

"**Winged Wheel**," () and when you are buying Cases always look for these stamps. If they are stamped with one of them our Company will guarantee the quality and workmanship of the Case, no matter who sells it to you.

*Retail Jewelers.*—That's first-class as far as it goes, but why don't you name your Filled Cases so that we can order exactly what we want from our jobber?

*A. W. C. Co.*—We have done so. In 14 K. Filled we make two different kinds of O. F. Screw Cases, the "**Premier**" and the "**Cashier**," and one Hunting Case called the "**Cashier**." In 10 K. Filled we make the "**Fortune**" in Open Face and Hunting. Every one of our Filled Cases has one of these names stamped in it in plain letters right above our trade mark of the Winged Wheel, so that you can't make any mistake about them.

*Retail Jewelers.*—Thanks! We will certainly bear these things in mind when next we buy cases. In the meantime let your Company keep right straight along as you have heretofore done and give us first-class goods that we can swear by. We want to sell honest goods that we can conscientiously recommend.

*A. W. C. Co.*—Thank you, gentlemen, your advice is first-class, and we will always try and deserve your confidence. Good-bye.



# THE GOLDSMITHS' STOCK COMPANY OF CANADA, (LIMITED)

48 YONGE STREET,

- - - -

TORONTO, ONT.



## JOBBERS

Of English Gold and Silver Jewelry,

American Roll-Plate Jewelry,

Domestic Gold and Silver Goods.

Gold and Silver Head Canes and Umbrellas,

Gold Pencils and Pens,

Silver and Gold Thimbles.

## . . . WATCHES . . .

Canadian Agents for

Ansonia Clocks and Bronzes.

New Silver Finish Clocks,

Ornaments and Sidepieces.

Prompt and intelligent attention given to Mail Orders.

THE GOLDSMITHS' STOCK COMPANY

OF CANADA, Limited.



NOVEMBER, 1890.



# T. H. LEE & SON

DIAMONDS!  
DIAMONDS!  
DIAMONDS!

The Best Value, The Newest Designs,  
The Leading House for

WALTHAM WATCHES,  
Swiss and American  
Chronographs and Repeaters. ELGIN MOVEMENTS.

---

A splendid stock of GOLD CASES with specially fine  
engravings for the HOLIDAY TRADE.

---

## T. H. LEE & SON,

WHOLESALE JEWELERS,

1 WELLINGTON ST. EAST, - TORONTO.



# P. W. ELLIS & CO.

**31 WELLINGTON ST. EAST, TORONTO.**

We aim to occupy the foremost position in the American Watch Trade of Canada; some say we do. We leave it to the trade to judge, being content to let our stocks in the hands of our travellers and in the warehouse speak for themselves.

## SPECIALTIES IN WATCHES FOR THIS MONTH :

Waltham Crescent Filled 18 Size Screw B. & B. Cases.

|   |         |        |                |                                |                              |              |                   |
|---|---------|--------|----------------|--------------------------------|------------------------------|--------------|-------------------|
| " | "       | "      | 14             | "                              | "                            | "            | "                 |
| " | "       | "      | 1              | "                              | Queen Watches,               | Pendant Set. |                   |
| " | "       | "      | 6              | "                              | "                            | "            | "                 |
| " | "       | "      | 1              | "                              | Hunting                      | "            | "                 |
| " | Silver, | 6 Size | Full Open Face | Watches,                       | "                            | "            |                   |
| " | "       | 1      | "              | Queen Watches,                 | Pendant Set.                 |              |                   |
| " | "       | 14     | "              | Hunting Watches,               | fitted with No. 8 Movements. |              |                   |
| " | "       | 14     | "              | Open Face                      | "                            | "            | P. S.             |
| " | "       | 14     | "              | Double Stock,                  | "                            | "            | "                 |
| " | "       | 18     | "              | 4 oz. Screw Bezel Cases,       | Gold Reflectors.             |              |                   |
| " | "       | 18     | "              | New Pioneer Screw Bezel Cases. |                              |              |                   |
| " | "       | 18     | "              | Old Pioneer                    | "                            | "            | "                 |
| " | "       | 18     | "              | Old Pioneer                    | "                            | "            | Inlaid and Eng'd. |
| " | Nickel, | 18     | "              | Screw Bezel Cases.             |                              |              |                   |



**ELGIN MOVEMENTS.**—Full Stock of all grades in hands of travellers and House.

16 SIZE O. F. SCREW B. & B. SILVER CASES FOR ELGIN MOVEMENTS.

Domestic Gold, Gold Filled and Silver Cases.

## CYCLONE FILLED CASE.

Did you get our Circular giving particulars of the Cheapest Hunting 18 Size Filled Case ever offered to the Canadian trade? Supply limited. When exhausted can obtain no more. Orders filled in rotation as received.

NOTE.—Hold your Clock Orders until you see our new Illustrated Catalogue and Price List.





# The Goldsmiths' STOCK COMPANY OF CANADA (LIMITED)

**NOVEMBER SPECIALTIES.**---Now is the time to see that your ammunition is ready for the active service of the Holiday Season.

Have you a good assortment of Walking Canes---Gold and Silver Heads? We do this trade right---offer a large variety suitable for Holiday Gifts and for special presentations.

How about Nickel Clocks---not only the staples "Pirate" Alarm and "Princess"---you know we always do a little better for you with these favorites than any other house---but there are a few Fancy Novelties---some listing under Five Dollars---that will help you out in an assortment of Christmas Goods at popular prices. They are in the new Catalogue. Have you written for one?

Stock-taking with us means ascertaining the present cash value of that asset. We have a few lines of Brooches, Sets, Locketts, Charms and Earrings which we value at "their weight in gold"---that is to say at what they will yield us from the melting pot. They may be --in fact they **are** worth more than that to you. Will be glad to show them to you if you are in town, and you may have them at the melting price. See next page.



# **HAVE YOU IN STOCK**

---

*Gold and Silver Thimbles ?*

---

*Sterling Silver Spoons ?*

---

*Dessert Sets (Silver Knives & Forks) in Cases ?*

---

*Pearl and Ebony Holders with Gold Pens ?*

---

*Carving Sets (Meat and Game Carvers in Case) ?*

---

*New Silver Finish Statuettes and Figures ?*

---

*Fancy Button Hooks, Paper Cutters (in Silver  
and Pearl) ?*

---

*Pen Wipes and Book Marks (in Oxidized Silver) ?*

---

# **THEY ARE SELLING WELL.**

---

Order them from

The Goldsmiths' Stock Company of Canada, Limited.



# PAILLARD NON-MAGNETIC MOVEMENTS

OPEN FACE AND HUNTING.



## 18 SIZE AMERICAN.

No. 45. Nickel, 15 Ruby Jewels, in Gold Settings, Adjusted, Patent Regulator, Double Sunk Dial, Breguet Hair Spring.

No. 47. Gilt, 15 Jewels in Settings, Adjusted; Patent Regulator, Double Sunk Dial, Breguet Hair Spring.



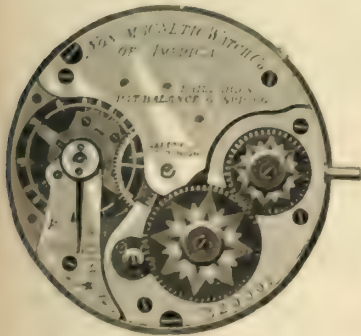
## 16 SIZE.

No. 71. Nickel, 20 Jewels, Adjusted, Patent Regulator.

No. 72. Nickel, 18 Jewels, Adjusted, Patent Regulator.

No. 73. Nickel, 16 Jewels, Adjusted, Patent Regulator.

No. 74. Nickel, 15 Jewels, Adjusted, Patent Regulator.



## 16 SIZE.

No. 81. Nickel, 15 Jewels, Adjusted, Patent Regulator.

No. 82. Gilt, 15 Jewels, Adjusted, Patent Regulator.

No. 83. Gilt, 11 Jewels.

No. 84. Gilt, 7 Jewels.

NOTE. For full description of these Movements consult Price List.

These Movements contain the justly celebrated Paillard Non-Magnetic Compensation Balance and Hair Spring, and are superior to any other make.

**THE GOLDSMITHS' STOCK CO. OF CANADA Ltd., Canadian Agents.**

The Goldsmiths' Stock Company of Canada, Limited.



# WATCH DEPARTMENT.

## FILLED CASES.

**P**RICES in these goods we cut close. Our assortment includes all desirable lines. They are fitted with Gold Bows, an essential feature, and our desire is to put in the hands of the Retailer such goods alone as will be satisfactory to the consumer. Do not destroy confidence in a really meritorious article by handling any lines that are not made by thoroughly responsible and reputable manufacturers. We have some Nobby Patterns in Ladies' Goods.



## GOLD CASES.

See our Embossed Pattern. This is the Richest and most Artistic Design in the Market Made in all sizes.

A Large Assortment of Fine Engraved Ladies' Cases, and Heavy Weights in Gents' Presentation Goods.

Prices in these are so low that any dealer can afford to carry a fair stock.



## SWISS WATCHES.

Special Value in Silver Chatelaines and Ladies' Hunters, also a few very nice goods for fine trade.

## LADIES' AMERICAN GOLD WATCHES.

Several hundred Choice Engraved Goods at a Specially Attractive Price. Write for a few on approval.

## MOVEMENTS.

The Regular American Goods with a few desirable lines of Swiss.

The Goldsmiths' Stock Company of Canada, Limited.



# OUR \* NEW \* FACTORY

The Largest Silver Plate Factory in Canada and  
the Third Largest on this Continent.



*We now occupy the above Building.*

# THE ACME SILVER COMPANY,

TORONTO.





**BUY WATCHES THAT ARE WATCHES.**



**"JOHN C. DUEBER."** Nickel, 15 Ruby Jewels, in settings adjusted to heat and cold, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator. Specially guaranteed to be the best time-keeper in the world for the price, and superior to any other full plate Watch made outside of the Hampden Watch Factories.



**RAILWAY SPECIAL.**—Nickel, 17 extra fine Ruby Jewels in Gold Settings, Jeweled Centre, magnificently damaskeened and finished, Bevel Head Gilt Screws, 14k. Gold Patent Regulator, Expansion Balance, perfectly compensated and accurately timed to Position and Isochronism, Double Sunk Glass, Enamel Dial, with Red Marginal Figures, Breguet Hair Springs.

**206.** Fine Nickel Movement, 11 Jewels in Settings, Compensation Balance.

**DUEBER.**—Nickel, 15 Ruby Jewels in Settings, Sunk Second and Circle Dial, Upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator.



**THE DUEBER WATCH CO.**—Nickel, 11 Jewels in Settings, Patent Regulator, Roman Circular Dial, Spade Hands.

**THE DUEBER WATCH CO.**—Gilded, 11 Jewels in Settings, Compensation Balance, Patent Safety Pinion.

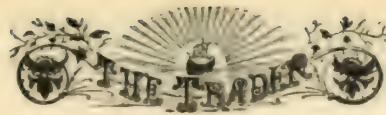
**WILLIAM ALLEN YOUNG,**

SOLE CANADIAN WHOLESALE AGENT,

Bank of Commerce Building,

LONDON, ONT.





# WE ARE THE LEADERS

AND HEREAFTER  
ALL WATCH COMPANIES  
MUST FOLLOW

# THE DUEBER-HAMPDEN CO.

As we have the only complete line of Watches for Watch-makers and the only complete Watch factories in the world. The superiority of the DUEBER WATCH CASES is acknowledged by all, and the elegance of style and finish on the HAMPDEN MOVEMENTS is unrivaled, and will be kept so. No Jeweler's stock is complete without them.



The Dueber-Hampden Co.

Manufacture Time-Keepers  
and not merely  
Watches.

The late advance in Fine Silver, compelling a corresponding advance in the prices of Silver Watch Cases, has induced us to manufacture our new

## DUEBER RAILWAY SILVERINE WATCH CASE.

This Watch Case will have **SOLID GOLD JOINTS AND GOLD CROWN. GOLD REFLECTOR ON OPEN FACE CASES. GOLD FILLED BEZEL ON HUNTING CASES.**

Our object being to furnish buyers of Dueber-Hampden Watches with a low-priced but splendidly finished Watch Case, equal in every respect, except in intrinsic value, to a Gold Watch Case. Open Face and Hunting Juergensen Style.

The world wide reputation our regular Silverine Watch Case has made for itself, has decided us to manufacture the above; the workmanship on the Railway Silverine being equal to the finest Gold Case, the only difference being in the low cost of the metal used. Send for Samples.

Address all communications to

## WILLIAM ALLEN YOUNG,

Bank of Commerce Building,  
LONDON, <sup>ENGLAND</sup> ~~ONT.~~

Sole Canadian Wholesale Agent for the Sale of

## DUEBER-HAMPDEN WATCHES.



# GEORGE CHILLAS,

33 WELLINGTON ST. EAST, TORONTO,

IMPORTER OF

## WATCHES AND DIAMONDS

HAS NOW IN STOCK A FULL LINE OF

AMERICAN AND SWISS WATCHES

---

FINE GOLD WATCHES SUITABLE FOR PRESENTATION

---

ALSO SPECIAL LINES IN

CHRONOGRAPHS,

SPLIT SECONDS,

REPEATERS.

---

A great variety of Chatelaine Watches in Gold and Silver.

---

BEST VALUE IN DIAMONDS AND DIAMOND RINGS.

---

GEORGE CHILLAS,

33 Wellington Street East, - TORONTO.





TORONTO, ONT., NOVEMBER, 1890.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in Jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

67 ADELAIDE ST. W., TORONTO, ONT.

### SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

## EDITORIAL.

### PROSPERITY AHEAD.

**N**OTWITHSTANDING the transient hardship which may be imposed upon our Canadian farmers through the passage of the McKinley Bill by the United States, it is quite evident that there are prosperous times ahead for this country. Like a young giant refreshed by his sleep, Canada is fast awakening to the fact that we have one of the grandest countries in the world, the natural resources of which only require development to place it in the front rank of nations.

It is a great thing for any people to have confidence in themselves and their country. Hitherto this feeling has been lacking somewhat in Canadians, but the rapid march of events during the past ten years has convinced even the most skeptical, that nothing short of sheer national inertia and stupidity can keep this country back from its rightful place in the procession of nations.

The cash value of this year's crop, in the province of Ontario alone, is placed at nearly \$112,000,000, as compared with \$102,000,000 in 1889. It is now estimated that Manitoba and the North-west Territories, will have nearly 15,000,000 bushels of wheat, worth in round numbers \$10,000,000, for export, an enormous increase on any former year. In Quebec, the Maritime Provinces and British Columbia, the output of produce of various kinds is above the average, so that over the whole broad area of our Dominion there is not only enough for both man and beast, but plenty to send abroad in exchange for foreign products. Prices are also considerably higher than usual for all kinds of farm produce, and it is pretty

safe to say that our farmers will net at least ten per cent. more from their season's toil than they have done for several years past.

For these reasons we have no hesitation in predicting prosperous times ahead for our merchants, manufacturers and farmers, for the good crops which affect our farmers favorably must of necessity bring a considerable measure of prosperity to the other classes.

### THE MCKINLEY BILL.



THE Tariff Bill over which the two political parties of the United States have been struggling for the past six months, is now an accomplished fact, having come into force on the 6th of October. In many respects it is far-reaching, and has undoubtedly created more excitement throughout the mercantile communities of all civilized peoples than any trade enactment since the repeal of the Corn Laws by Great Britain.

As to how it will work, people in the United States are divided, pretty much according to their politics.

Republican Protectionists say that it is the capstone that has long been wanted to crown the commercial and manufacturing supremacy of the United States and place her in the van of the manufacturing nations of the world.

Democratic Free Traders, on the contrary, assert that the measure is but one step removed from national suicide, and that not only will it cripple American foreign trade, but seriously endanger their home market as well.

When a people are thus divided against themselves regarding the effects of such a measure, who can with any degree of certainty predicate its future?

So far as the Bill, which is the incarnation of commercial selfishness, is concerned, whether its effects are good or evil, it is certainly true that the United States were undoubtedly acting well within their rights in passing it. We are not amongst those who regard it as a warning to other countries that the United States does not desire to trade with them, but simply that looking after their own interests before those of any other country, the legislators of the great American Republic came to the conclusion that they would trade only with those countries which were willing to do so on the terms and for the products laid down in the McKinley Bill.

Free Traders assert that in trying to dovetail reciprocity with the Latin countries of South America into this ultra protective bill, Mr. Blaine has attempted a feat almost as impossible as riding two horses going in opposite directions. While this may appear so to Free Traders, we must confess that there seems to us to be considerable method in Mr. Blaine's madness, and we should not be in the least surprised to see his reciprocity scheme work good results to the trade of the United States.

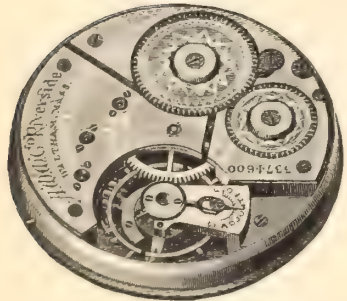
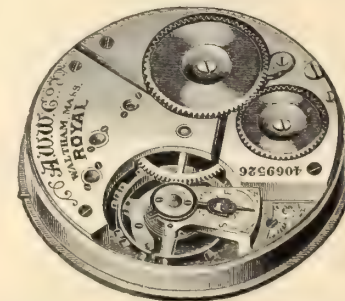
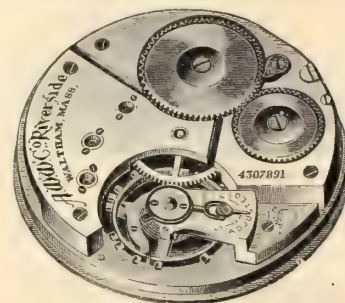
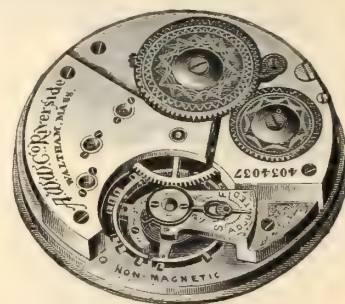
So far as Canada is concerned, we think that while the measure was primarily intended to help the American farmers, it has also been made to do duty as a lever to force this country into commercial, if not political, annexation to the United States.

Mr. Blaine and many other leading American politicians, have plainly and pointedly declared that the only way that






# WALTHAM O. F. 16 S. PENDANT SETTING WATCHES.



MANUFACTURED BY THE

**AMERICAN WALTHAM WATCH CO.**  
**WALTHAM, - - MASS.**

 **NOTE.** For the convenience of the Canadian trade we have established a Branch Office at No. 185 St. James Street, Montreal. The goods will be, as heretofore, sold to Jobbers only.



Canada can even expect to enjoy the advantages of the United States market, is to come within the fold and become part and parcel of the Union, and that if they are unwilling to do this they must take the consequences and starve outside in any fashion they please.

The answer given by Canada to the McKinley Bill, as set forth by the speeches of Sir John A. Macdonald and other members of the Dominion Cabinet, is simply that "the United States have passed laws, which they had a perfect right to do, but which are bound to operate against the trade relations which have hitherto obtained between the two countries. Although these laws may disturb our trade for awhile, Canada does not propose to abate one jot or tittle of her rights as an independent colony of the British Empire, and while she will probably pass no retaliatory acts of legislation, she will proceed to find other markets for her surplus products, and take such steps as she deems best calculated to promote her own interests."

In other words, if the McKinley Bill is intended to scare the Canadian people into annexation by shewing them how dependent they are upon the markets of the United States, it will prove a veritable boomerang both to its supporters at home and their abettors in Canada, for without doubt much of the sting of this Bill has been caused by the efforts of disgruntled Canadian politicians to convince the legislators of the Republic, as well as our own people, that the markets of that country were an imperative necessity to our farmers.

No, so far as Canada is concerned, she does not propose to go out of business just yet, and will, we trust, for long years to come be found at the same old stand and under the same old flag. Politically the effect of the Bill will be to make Canadians stand shoulder to shoulder, and do their level best to find new and more desirable markets for their surplus products.

While the United States has been a good market for Canada, it is just as well for our people to learn, before it is too late, the danger of trusting too many eggs in one basket. The passage of the McKinley Bill plainly proves that were commercial union with the United States ever to become an accomplished fact, and our trade with that country to assume the gigantic proportions that its advocates claim, political annexation would follow almost as a matter of course whenever the politicians of the United States thought fit to apply the screws. If the trade of this country is now in the critical position that the advocates of commercial union are trying to make us believe it has been placed in, simply by a raise in duty on three of our agricultural products on the part of the United States, which country purchases less than half of the natural products which we export, what would be the effect on our trade if when by legislative enactment we practically excluded England and all other countries from our markets and made an agreement to trade almost exclusively with the United States, that country should suddenly terminate the treaty and tell us that if we wanted the benefit of their markets we must become a part of the Union?

Forewarned is forearmed, and the Canadian people will be short-sighted indeed if they allow themselves to be cajoled or coerced into any such commercial alliance, the outcome of

which could only result in the absorption of this country by the United States.

The United States are working out their commercial and political destiny (and it is indeed a great one) in their own time and way, and we are convinced that unless they are misled by Canadian traitors they are willing to let Canada work out her own commercial and political future in the same quiet manner. The continent is broad enough for the two great branches of the Anglo Saxon race to live peaceably along side of one another, and although the United States may think it is to their interest to practically exclude our farm products from their markets by high duties which they themselves will probably have to pay, such an action should cause Canada neither to seek relief by means of commercial or political annexation.

Although the passage of this Bill may temporarily have the effect of depressing the trade of Canada, we are firmly convinced that, if our people have not degenerated, and are only true to themselves, it will in the long run prove to be but a blessing in disguise.

If such lessons as the Cleveland Retaliation Message and the McKinley Bill, do not develop a national and self-reliant spirit in Canada, and teach her people the necessity of acting as a unit in resisting outside interference, and disloyal internal intriguers, the sooner the country is absorbed by the United States the better.

## A CONTRAST.

**T**HE speech delivered last month before the National Club at Toronto by the Rev. Principal Grant, of Queen's University, is not only an eloquent and patriotic appeal to all true Canadians to stand firmly together on the common platform of "Canada First," but gives no uncertain sound in regard to the political questions of the day, and the humiliating position in which the advocates of Commercial Union are desirous of placing this country. Principal Grant's timely words came from the heart of a true and loyal British Canadian, a man who is acknowledged to be far above the influences of party politics, and last, but not least, a self-made man who has travelled much, kept his eyes wide open, and knows what he is talking about. His address is one which every Canadian should not only read, but ponder over, for while Principal Grant's views are those befitting a teacher of Christianity, they are also eminently practical if regarded either from a commercial or political standpoint.

One thing is certain, they present a marked contrast to the views of Canada's would-be deliverer, Erastus Wiman, if his recent utterances at Chicago are to be taken as any indication of his real sentiments. Mr. Wiman has for a couple years back been posing as an expatriated Canadian whose heart was bleeding for the woes of his fellow-countrymen; and he proposes to remedy the abuses which he has been trying to persuade them that they are laboring under, in such a way as shall at once put money into the pockets of himself and friends, and earn for him the gratitude of the American nation, to whom, in his usual disinterested way, he proposes to hand over as a free gift, the British Canadian half of the North American continent. In Canada, Mr. Wiman is a thoroughly loyal subject of "Her



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TORONTO,

Sole Agent for Canada.



Britannic Majesty;" in the United States he is as true to the "Stars and Stripes" as any of her sons to the manor born; at least this is the conclusion to which one is forced to come, after reading his speeches delivered in both countries. His dodge is about as transparent as that of the ass in the fable, who thought by covering himself with a lion's hide he could pass himself off as the king of beasts; all went well until he attempted to roar, when his bray gave the fraud away.

We give below some of the gems of both speeches in order to show the difference between the utterances of the real patriot who seeks the good of his country alone, and the imitation article whose sole aim apparently is to induce Canadians to drop their nickels into the American instead of the British slot.

#### REV. PRINCIPAL GRANT AT TORONTO.

"The annexationist, however, at the outset surrenders the name of Canada, with all that it involves—its history, its constitution, its past struggles, its present life, its hopes and aims—as things absolutely worthless. *Of course, to some men and all cattle these things are worthless.*"

"During the last fifteen months I have been in every province of the Dominion, and after inviting the frankest interchange of opinion everywhere, I came to the conclusion that there is less thought of annexation now than at any time during the last 40 years. *The growing sentiment of Canadian nationality is quietly killing it.*"

"Canada is a hard country to govern and to unify. It consists of geographical districts separated from each other by unfertile wildernesses. In spite of obstacles the success of confederation has been remarkable to all who know how long it takes to make a country, and who know anything of the slowness with which the old thirteen North American colonies grew into unity."

"The glory of Rome was not when she held the east and west in fee, and Christian emperors like Constantine and Theodosius the Great ruled the world, but when defeated at Trebia, Thrasymene and Cannæ, her field wasted, her veteran legions annihilated, her young men slain or prisoners, scarce freemen enough left in Rome to form one legion more, she still wavered not an inch, but closed her gates, forbade mothers and wives to ransom their captive sons and husbands, and refused to discuss terms of peace while Hannibal remained in Italy.

*It is not more millions either in men or money that we need most, but more of the old spirit in the men we have, not a long list of principles, but a clear insight into those that are fundamental. To give to each province a free hand within its own sphere, to be tolerant of diversities, to deal equal justice to all, to treat minorities considerately and to have faith in our country, this surely is a creed that can be taught at every fireside and in every school as well as on the hustings.*

"The right attitude for us is to guard the independence we have gained in the course of successive struggles, *and to guard our national as carefully as we would our individual honor.*"

"Language is sometimes used that looks in the direction of surrendering our fiscal independence to a foreign power, and at the same time of discriminating against our own Empire and the rest of the world. The first means national extinction, and

the second is as unreasonable and as impossible as it would be for Britain to discriminate against us."

*"Let us not call that unrestricted trade which means free trade with one foreign nation and prohibited trade with our own commonwealth and everyone else. That would ensure for us the contempt of the one foreign nation and the righteous indignation of all others with whom we are now trading."*

"We need not be alarmed because some of our young men go to the United States, while others follow the flag to Africa and India, to explore the Aruwhimi, like Stairs, or rule in Uganda, like Huntley MacKay. We have lads enough and to spare. Those who stay at home will build up the country, and those who go abroad will save us from parochialism. *Does anyone fancy that there would be no movement of population to the south if we made a change in our commercial policy or political allegiance? If so, we need not argue with him.*"

"Those who tell us that the McKinley Bill is the darkest hour that precedes the dawn, and that the dawn is already breaking, deceive themselves. I hope they shall not deceive us. In due time the light will break, but the man who waits for it will have to be almost as patient as the rustic who waits till the river has ceased running that he may cross dry shod."

"For fifty years free traders in England have been declaring that the dawn was just about to break in the United States, yet what is the present position of affairs? The Republican party, comprising a very large majority of the sober, thoughtful and patriotic men of the northern, western and north-western states, is solidly protectionist. The Democratic party, comprising almost the whole of the rest of the people, does not dare to unfurl the flag of free trade."

"We are on the same continent with them (the United States) but we are British. Once they were sure that our destiny was "to drop like a ripe plum" into their mouths—a nice fate, by the way, for the plum; but now they see that we are making a nation. Mr. Blaine expressed the general view when he declared openly that this was wholly incompatible with our having free trade with them. As he puts it, *we cannot be "Canadians and Americans at the same time."* Well, *we mean to be Canadians anyway.*"

"At the very moment when we are more dependent than ever on the open markets of Britain some of us propose to shut our doors against her, as the price of conciliating those who announce that we cannot be Canadians and Americans at the same time. *The United States may be selfish in politics, but they have never proposed anything quite so selfish as that.*"

"Great Britain is also our natural market. She is ready to take almost everything we produce, and distance by water is of far less consequence than distance by land."

"Canada and Britain will not get any reasonable measure of free trade with the United States till unitedly they can offer something which in the opinion of Congress is as good as that which we want from them. If then Canada would agree to abolish its duties on British products and manufactures, or even keep on them a small revenue tariff for a short time, and if Britain would agree to discriminate against countries refusing any reasonable reciprocity with her and with us, that would give us the weapon we need."

*"It is clear that if we are to throw in our lot fiscally with any other nation we should do so with the mother country. It is clear that we can approach her without loss of dignity, and I*





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Our new movement, No. 109, just issued, completes the line in O size. This will enable the trade to offer a desirable low priced O size ladies' watch, which has not been afforded them heretofore. Orders will be executed by the Jobbers as usual.

Open face and Skylight movements, either 6 or O size, furnished without extra charge or delay.

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# WATCH COMPANY



believe, too, that if we are prepared to pay the fair price we would get all the advantages from her that existing treaties permit.

"Since our neighbors will not trade with us, we must do everything in reason to open the avenues of trade, not only with Britain, but with related countries. Commercial treaties with the West Indies on one side and Australia on the other, a fast steamship service across the Atlantic, the deepening of the St. Lawrence canals, a cable and a line of steamships to Australia and New Zealand, a railway to Hudson Bay, are all moves in the right direction."

"There are matters of unspeakable greater importance to a people than the volumes of its imports and exports, or anything that can be tabulated in the most roseate-colored and most carefully prepared statistics. *Not by these things does a country live. A country lives and lives in history by what its people are.* Very little thought did the men who made Canada give to tariff questions. They were men who lived simple lives, and no privations shook their hearts of oak. Everything we have we owe to them, and the more firmly we stand on their foundations and get back to their simple manners, robust faith and sincere patriotism, the better for us. Let us take our stand on what is right, without fear of consequences. All sorts of bogeys will be used to frighten us, all sorts of temptations to allure us from the path of honor. Against all these stand fast."

ERATIS WIMAN AT CHICAGO.

"Vast as is the United States to-day, Canada is larger, and naturally is quite as rich and capable of development."

"Mr. Blaine, Congressmen Butterworth and Hitt, Senator John Sherman and others realize, as few have done, the necessity for larger markets and new buyers of our surplus shoes, collars and cuffs."

"But some say that reciprocity will build up a British dependency, and we know not what the future is, and, at any rate, this course will not expedite annexation. *I hold the contrary.*"

"The United States will never acquire Canada by purchase or conquest, but we can become one by trade. Conquest by commerce is far more pleasant and lasting than conquest in any other way. This continent is an economic whole; Providence never established a demarcation, and this course shall perhaps sweep away the last semblance of European dynastic sway from America."

"No, England would not refuse for fear of another Boston tea party in Montreal waters. *She would have to consent or lose Canada.*"

"Let the Butterworth bill pass, providing that 'whenever it shall be certified to the president of the United States that the Canadian Government will admit United States manufactures free, the president shall appoint three commissioners, who shall agree upon a plan which shall be submitted to Congress for its action in the future. *Surely there isn't very much committal in that.*'"

**TO WHITES IRON.** To render iron as white and as beautiful almost as silver, take ammoniacal salt in powder and meet it with an equal quantity of quicklime. Dissolve in cold water and mix well. When done immerse the red heated article in this bath and it will become as white as silver. Be careful not to burn the article by overheating.

## CORRESPONDENCE.

### WE WILL FOLLOW YOU.



Editor TRADER—SIR:

WILL you kindly send THE TRADER to me here, and oblige,

Yours truly,

Nanaimo, B.C., Oct. 6, 1890.

M. R. COUNTER.

### WITH PLEASURE.



Editor TRADER—SIR:

WOULD you kindly send your valuable paper to the address below, as I have started in business and would be pleased to see THE TRADER once more.

Yours truly,

Barrie, Sept. 30th, 1890.

S. NASH.

### CERTAINLY.



Editor TRADER—SIR:

WILL you kindly place me on your list, as I have started for myself, and would like to receive your valuable paper.

Respectfully yours,

Ayr, Sept. 24th, 1890.

JAMES FAIR.

### QUEBEC HEARD FROM.



Editor TRADER—SIR:

BEING now established in St. Mary, Beauce, you would oblige me in sending your TRADER, which I cannot be without, and oblige,

Yours truly,

JAS. ED. LANDRY,

St. Mary, Beauce, 17th Oct., 1890.

Watchmaker.

### WHERE TO GET IT.



Editor TRADER—SIR:

WILL you please let me know which is the best book on watchmaking, and where I will be likely to get one; also probable cost.

Yours very truly,

Port Colborne, Oct. 8th, 1890.

C. C. CAMPBELL.

Ans.—"Saunier's Hand Book" is probably the best work you can use. It can be got from Albert Kleiser, 14 King St. East, Toronto, for \$3.00.—Ed. TRADER.



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## WE HAVE DONE SO.

Editor TRADER—SIR :

**P**LEASE send me THE TRADER monthly, and put my name on your list. I have just bought out the business carried on here by Mr. Watson, and I find the above-mentioned paper very useful.

Yours,

Stayner, Sept. 29th, 1890.

A. E. SWALLOW.

## A VOICE FROM OUR MINES.

Editor TRADER—SIR :

**W**ILL you please send me THE TRADER to my new address, as I have started a shop here right at the mines, and miss my old friend. I enclose you a sample of nickel and copper ore for your inspection. With kind regards, I remain,

Yours respectfully,

Copper Cliff, Oct. 13th, 1890.

B. RICHARDSON.

## A FREE-BORN ENGLISHMAN'S REPLY.

Editor TRADER—SIR :

**T**HE Hamilton gentleman who so plainly shows a strong desire to have you give him free advertising, by using such scurrilous remarks about a man he evidently knows nothing about, smacks of bad breeding. Christianity would teach him that throwing mud is no part of a gentleman. Off scourings, slums, and such remarks, emanate

from a low mind. Saunier and a dictionary, to which he apparently is a stranger, would have saved him such an expose of his ignorance. I am acquainted with Mr. Playtner, who is too honorable and too much of a gentleman I hope, to notice such an attack, and who must see the drift of Mr. Moody to gain cheap notoriety.

Very respectfully,

HOROLOGIST.

P.S.—If Mr. Moody will turn up Saunier, page 435, etc., he will find calculations and proportions of escapement with escape wheel *only left*.

## A VOICE FROM THE MINES.

Editor TRADER—SIR :

**T**HINKING your readers may be somewhat interested in knowing what the mining regions are like and what is going on here, I will, as requested, send you a short letter describing the country and its prospects, to the best of my ability, and shall confine myself to the truth as it appears to me.

I have no doubt some of your readers saw a glowing account of the rapid growth and development of the mines around Nickel City. Well, whilst I am quite willing to

endorse the accounts of the wealth of the mineral resources of the country, I cannot agree with the account of the different mines. In the first place, from what I am informed by men who are disinterested in the matter, there is neither mine nor smelting works, let alone refinery at Nickel City. It is true they are sinking shafts and have good prospects, and in all probability in another year will be in working order.

Whilst I am a true believer in the future prosperity of the mineral industries of Canada, I also believe that the only way to further the prosperity which we as Canadians all desire is to speak the truth. In the *Mail* of last week I saw an account of the Dominion Co.'s mines, which is not endorsed by the miners around here acquainted with the works of the different Companies. In the first place the Canadian Copper Company is the largest operator, and it is an American Company from Ohio. This Company owns something like 20,000 acres of mineral lands, and at present has three mines running, viz: the Copper Cliff, their largest and richest mine at present, as you will see by a specimen of ore I send you taken out at a depth of 500 feet; next, the Evans, about one and a half miles from here, which is very rich in ore but has not been worked so long and therefore they have not got the depth; lastly, the Stobie, a mine that shut down last year because it was not so rich in ore, but on finding the other two were producing specimens so rich that there was not flux enough in them to smelt, they therefore had to open up the Stobie again. The Stobie is about seven miles away to the north of Sudbury, whilst the other two are about four miles to the S. W., on the Soo branch of the C. P. R.

The Murray, which is next in importance, is owned by an English Company from Swansea in Wales. I will give a fuller account of this mine in my next.

Yours respectfully,

NICKEL PLATE.

## DRAWING.

Editor TRADER—SIR :

**F**ORM AND SIZE are the two points by which the quality and accuracy of the workmanship of a mechanic may be gauged. If these are correct, most other attributes of the work may be considered secondary in importance. The nearer correct in proportion and symmetry the workman's ideal is, the more accurately his eye guides him as to the relative sizes of the different parts of the work in hand, and the quicker and better will his work be done.

On the other hand, if the mechanic has but an imperfect idea of the shape or size of a thing before he attempts to make it, he will find that his work turns out both slowly and clumsy. If he has some natural taste, but has neglected the cultivation of it, he will notice something wrong and may try to remedy the defect. He will finish, or partially finish, a piece of work, and then will notice that it does not look quite right. He will alter the shape, thus destroying the finishing work, which has of course been done all to no account, and will find that at the end his job does not satisfy even his



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**Princess or Filed Shell Cases,  
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N. B.---We guarantee our production equal in quality, style and design to any case produced in the market, including American or Swiss.



defective taste of symmetry, while to the eye of the artist it is simply abhorrent.

If a workman has no taste whatever, he may not see anything wrong about his work; he may be satisfied with himself, but his work will not take with others; even the eye of the uneducated will repel it.

The good workman who gains the reputation and commands the highest wages, is the one whose ideal is perfect, who has at once the proper conception of the form and size of an article, and can put it into practice. His eye will guide him aright in his work, which he will turn out rapidly. He will think of finishing nothing until the shape is correct—thus he will do no unnecessary labor, and will produce a high class of work in half the time that it will take a poor workman to make a bad job.

*How important is it then for mechanics, and particularly for watchmakers and jewelers, to cultivate these two mental faculties, FORM AND SIZE.*

In actual practice, by working after patterns, these faculties are, of course, constantly improving. A valuable and almost indispensable aid towards bringing them to perfection is

#### THE ART OF DRAWING.

Original designs cannot be expected of everyone, since originality of thought is not possessed in a high degree by everyone. However, it will not be denied that even a little practice in the methods and in copying and following designs is of immense benefit to the mechanic.

The Government of Ontario has long recognized this fact and offers opportunities to workmen to obtain a fair knowledge of the different branches of the art, not excelled by any other country. The rudiments of drawing are taught in the Public Schools. A higher course is prescribed for High Schools, Art Schools and Mechanics' Institute evening classes. The latter classes are open to all in most places at a mere nominal fee, so that an opportunity to make use of them is offered to most workmen at some period of their lives. The drawing course consists of five branches—Practical Geometry, Free Hand, Model or Object, Memory and Perspective Drawing. The advantages it offers to mechanics may, perhaps, be best explained by considering each branch separately.

The PRACTICAL GEOMETRY course will teach the student the use of mathematical instruments, and give him a knowledge of the methods used in designing practical work, machine drawing, etc., as well as enabling him to understand and appreciate the drawings from which he is expected to work, or the object of which may be to teach him the proper proportions, methods of design or arrangement of the different parts of a mechanical device. Many of the most beautiful ornamental designs are based on the outlines of geometrical figures. A knowledge of this branch of the art will create a taste for investigating the theory and principles on which drawings are based, and will save both money and time to a student who intends visiting a School of Horology.

FREE HAND DRAWING will educate the eye to proportion and symmetry, and will be found a great help in filing, turning and replacing broken or missing pieces of watches and jewelry. It will cultivate a taste for the beautiful and perfect

in form, and will enable the student to copy from nature. A sense of the beautiful is one of the most necessary attributes of the jewelry trade. Goods of fine pattern, carefully selected and advantageously displayed, help to swell the sales.

MODEL OR OBJECT DRAWING has a somewhat similar effect, besides enabling one to represent or understand objects drawn on paper.

MEMORY DRAWING is perhaps one of the most useful branches, since it cultivates the observation and retention in the mind of the shape of things, so that they may be reproduced, imitated or improved on, when occasion offers.

PERSPECTIVE DRAWING will be found to be a fine study, which will well repay the student. In advanced machine drawing and projection, it will be found necessary.

The whole course will prove to be a source of pleasure, usefulness and advancement of thought, which no good mechanic can afford to be without. As this is the time when evening classes will be organized for the winter, no jeweler should fail to attend them, or to use his influence in their promotion.

AD. REM.

#### WINDOW DISPLAY.

*Editor TRADER,—SIR :*



A MATTER of very great moment to merchants in general is the display of their wares. The placing of goods before the public in the most attractive way, comes little less in importance than the selection. The old saying is "goods well bought are half sold," but no matter how well bought, if indifferently displayed, the big half will be on hand at stock taking. While display is all important to the dry goods merchant, it is a necessity to the jeweler.

Step into a dry goods store in one of our towns on a market day, and it is crowded, while the jeweler's a few doors away is comparatively deserted. This is not so because the jeweler is not genial, polite and painstaking—he is generally more so than the busily engaged dry goods man; not because he has not new styles and nice goods—his stock is larger and more varied than his sales warrant; not because he belongs to a species of shark and takes an undue advantage at every opportunity—jewelers, as a class, are honest and honorable. Ask the jewelers for the reason, and one tells you it is because the wholesalers sell the dry goods men and general stores, and these are taking his trade; a second, that the catalogue men of the cities are responsible; a third, that owing to easy access to the cities his townsmen go there to buy, while a fourth sighs dolefully his is not a jewelry town. Admitting that these reasons are well founded, and taken together have the force alleged, it is apparent that there is something behind them when such conditions can produce such effects. Independent of any other consideration, would the fact of a dry goods merchant, knowing nothing about jewelry, keeping a trifling stock, curtail to any extent the business of the legitimate jeweler? Reverse the circumstances, and let the jeweler, knowing nothing about dry goods, add a few hundred dollars' worth of



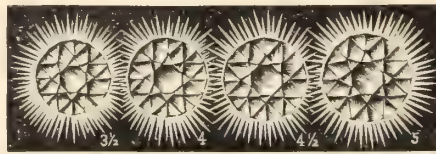
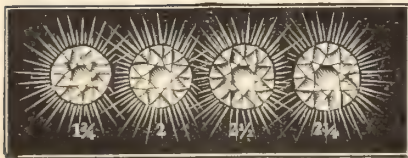


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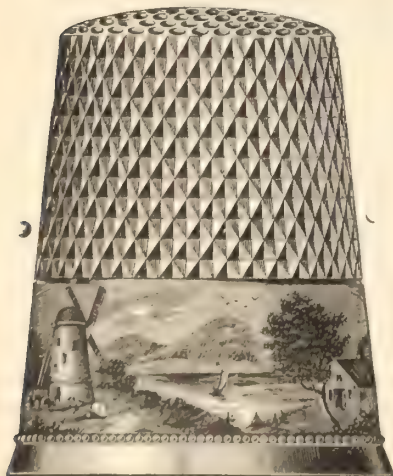


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No. 573. 7/8 in.



dry goods to his stock, does he suppose he would do any material harm to the dry-goods dealer? Would an unknown jeweler, at a distance, by the use of cuts or catalogue, be able to take away trade from a local man, well known, and who has the goods for inspection with the fuller information he can give concerning them? Would fellow townsmen go to the cities to buy what they can buy quite as well at home? Would one town be different from another in the matter of support to the jewelry trade? Was any town a dry goods town until some live dry goods man made it such? Is not everything in the way of personal adornment largely a matter of copying or education?

A great disadvantage to jewelers is the difficulty in getting their wares before the people. Dry goods stores are visited with the formed intention of buying as a necessity, but with jewelry no such necessity exists, and visits to the jeweler are mostly the result of an accident, it is to have some article repaired, with no thought beyond that. There is no idea of buying, and though, when there, one may suppose that a certain ring is dear, or vouchsafe the information that you have lots of pretty things, he or she, as the case may be, would hardly care to examine and enquire prices to any extent, and even should this be done, the information given would soon be forgotten. Of all lines, jewelry is the most difficult to select, difficult to the jeweler himself, and more so to the general public. A few purchases are made at first sight, the article being a felt necessity, but in most instances it is a case of admiration at first, passing through various stages of careful study and inspection to a purchase in the end. Price or value is Greek. Ask one \$15 or \$20 for a brooch set with rose diamonds, with the information that the gold is 15k fine and the diamonds genuine but small, and it is thought too cheap. Ask another \$1.00 for a plated brooch as large as a \$20 gold piece, and you are met with the query, "Is it pure or only washed?" A pin thought cheap by one would make another's hair stand on end.

Compared with other lines of merchandise, jewelry occupies the last place on the ground of necessity, is the most difficult of selection and its value or price is least known, with the result that not five out of twenty possible buyers become even interested or make an interested inspection.

Certainly the people are coming to the jeweler with indifferent success from the jeweler's standpoint, hence the importance of him doing all possible to go to the people. With this end in view, the Montreal jewelers have adopted a distinctly new method of window display. The system was introduced by Mr. Richard Hemsley in his Notre Dame Street store, and is the showing of the stock in the window, arranged in a simple, regular and attractive way, with the price plainly marked on each article. But one says, "Did not Mr. Hemsley give away his prices and stock to his opposition?" He did; his opposition saw exactly what he had to sell, with the price, and so did everyone else who passed his window. As for Mr. Hemsley, what he saw was an increased trade, which soon recouped him the expense, and induced him to put in just such another window in his new St. James Street store, and in addition, he saw his opposition adopt the general principle of his plan.

*To be continued.*

## MR. PLAYTNER REPLIES.

*Editor TRADER—SIR:*

**I** NOTICED a question put to me in the last issue of THE TRADER. I will answer it, not because the writer imagines I cannot do so, but there are those in the trade who are deeply interested in the welfare of the Canadian Horological Institute and may expect an answer from me. I will say right here, however, that I do not propose to answer any more such questions, as all the time at

my disposal is fully occupied in attending to the Institute. Regarding the writer of the letter, I do not know him at all, and as for his personal remarks they do not hit me, and I would in any case let them pass by. As regards the Institute, I propose to use strictly honest methods only, to promote its interests. I know that the feeling of the trade in general is with it, for I have received assurances that such is the case from some of the leading firms in the trade, but there are others who do not know me, these I ask to suspend judgment until such time as they may have actual knowledge of facts. I am utilizing my money, ability and time, I labor early and late to promote the interests of the Institute, and for a long time to come the trade alone will receive the benefits of the same, as it will take years before I can ever hope to gain anything from my labors. I am pleased to do all this, and all I ask in return is *fair play* and that consideration to which I may be entitled. I ask the trade to judge the Institute by the work that is performed in it; if it is found worthy, it will be glad to receive the moral support of the trade; if unworthy, it would deserve condemnation. When I say it is my ambition to make this school second to none other, and to make it in every way worthy of the name it bears, I am only speaking the truth. I have espoused its cause, and am prepared to stand by it, come what may. The harder the battle the greater the victory that follows it.

I intend to have a Board of Examiners for the Institute, composed of thoroughly representative members of the trade, this would at once place the trade in a position to pronounce directly upon the merits of the Institute, and would place me and my business in its hands. I am prepared to act in good faith in this matter, and am willing to stand or fall by the results. I can ask for nothing less, and it is impossible for me to do more.

*Question.*—Give the exact rule to make the roller table and fork of any lever watch when both have been lost or thrown away, and when these parts are made they will fit exactly so that the watch will go right off without filing or tinkering at it?

Before answering it I will give the following explanations: If the fork and roller are lost, no one can tell the original proportions in which they were made; if the escape wheel and pallets are lost, the primitive diameters require to be the same, not so with the fork and roller, we can select any proportions which we think are adapted for the work in hand, thus the radius of impulse, *i.e.*, the outer distance of the roller jewel from the centre of the balance staff, and the *acting* length of the fork, *i.e.*, from the centre of the pallet staff to the begin-





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ning of the horn, can be proportioned to each other as 3, 3.5, 4, 5 or 6 to 1.

From the way the question is put it would seem that the diameter of the roller is of first importance, such is not the case, however, the size of the roller should be determined according to the radius of impulse, it (the roller) should be as small as possible, just sufficiently large enough to allow for a crescent or passing hollow of proper depth and afford a strong setting for the jewel. The reason for this is quite apparent, when the watch receives a jerk and the guard point is thrown against the roller, the smaller the latter the less the friction in connection with it; the safety action is also more secure

#### THE FORK AND IMPULSE ACTION.

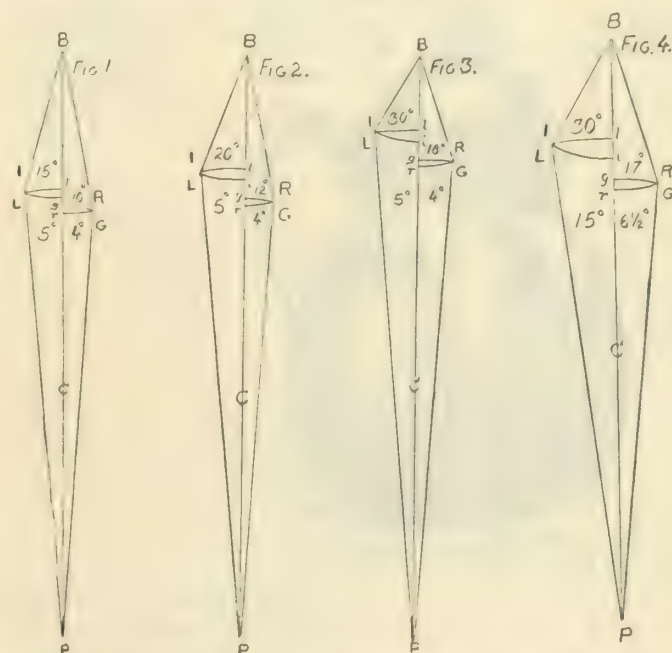
In the diagrams  $C$ =the distance of centres of pallets  $P$  and balance  $B$ ,  $I$  equals the radius of impulse,  $L$  the acting length of the fork, this line is drawn through the centre of the fork when it rests against the bankings,  $R$ =radius of the roller and  $G$  the distance of the guard point from the centre  $P$ ,  $Ii$  and  $Ll$  mark the intersection of the roller jewel and the acting length of the fork,  $Rr$  marks the course of the roller,  $Gg$  that of the guard point. In the diagrams the centre distance is the same in all cases, but the length of lever, radius of impulse, radius of roller, and distance of guard point from  $P$ , are all different. The lever must move the same amount on each side of the line of centres, in Figs. 1, 2 and 3, it is shown  $5^\circ$  to the left of  $C$ , this makes a total movement of  $10^\circ$  for the lever. In Fig. 1,  $I$  intersects  $L$  at an angle of  $15^\circ$  on each side of  $C$ , making  $30^\circ$  during which the roller jewel is connected with the lever, therefore, the proportions equal 3 to 1 for  $\frac{30^\circ}{10^\circ}=3$ . In Fig. 2,  $I$  intersects  $L$  at an angle of  $20^\circ$  on each side of  $C$ , making a total of  $40^\circ$ , its proportion is as 4 to 1. In Fig. 3,  $I$  intersects  $L$  at an angle of  $30^\circ$  on each side of  $C$ , making a total of  $60^\circ$ , its proportions are as 6 to 1, any of these could be employed in the same watch. We have just noticed in Fig. 3 that the angle of intersection of  $L$  by  $I$  is  $60^\circ$ , in Fig. 4 it is also  $60^\circ$ , while the proportions are in one case 6 to 1 and in the latter 4 to 1, it will be seen that in Fig. 4,  $L$  moves  $7.5^\circ$  on each side of  $C$ , or  $15^\circ$  in all, while  $L$  in Fig. 3 only makes a total movement of  $10^\circ$ , in Fig. 4 the proportions are as follows:  $\frac{60^\circ}{15^\circ}=4$  to 1.

#### THE SAFETY ACTION.

The guard point requires  $1^\circ$  of play on each side of  $C$ , between the roller  $R$  and the banking of the lever, therefore, if the latter makes a movement of  $10^\circ$ , the angle of intersection of  $R$  by  $G$  would be  $8^\circ$ , or  $4^\circ$  on each side of  $C$ . In Fig. 1 the roller must of necessity be larger on account of the roller jewel being removed so far from the centre. It will be noticed that the safety action, and indeed the entire escapement, has to be constructed with more care in Fig. 1, than say in Fig. 3, too much shake of the pivots would render it a very unsafe action, therefore, such actions of 3 to 1 should be made in double roller, because the guard point or dart being further removed from the centre  $P$ , the radius of the roller could be made  $\frac{2}{3}$  of  $I$  and the safety action rendered more complete. In Fig. 1, the roller could not be made with a greater angle of intersection than  $10^\circ$  on each side of  $C$ , because the setting

for the jewel would be weakened, the proportions of  $R$  to  $G$ , therefore, stand as 2.5 to 1 in Fig. 1, in Fig. 2, as 3 to 1, in Fig. 3, as 4.5 to 1, in Fig. 4, as 2.61 to 1.

It will be asked if an impulse action of  $30^\circ$  to  $10^\circ$  of the lever, requires such great care in construction, why do we use it at all? Why not construct them all as in Fig. 3, with an impulse action of  $60^\circ$ , and with a guard and roller action that is so safe? This must be answered as follows: It will be noticed that in Fig. 1, the action of the roller jewel with the lever commences and ceases nearer to the line of centres, that the balance is more highly detached, as it is only in contact with the escapement during  $30^\circ$  of each vibration, that the transmitting arm is shorter and the receiving arm longer, so that the same amount of power at the end of the lever arm will do more work than in Fig. 3, because it is applied under more favorable conditions.



The proportions in Fig. 2 give both a good safety and impulse action and can be used for ordinary as well as fine work.

All we can go by to find the various sizes in the watch at hand is firstly, the angle of movement of the pallets, which, of course, is also that of the lever, and secondly, the centre distance. One way of finding the angle of movement of the pallets is to engage the escape wheel and pallets at the proper depth in the depthing tool, the pallets must move friction tight between the runner and have a pointer fastened to them, put a graduated arc with the centre from which the degrees have been struck on the runner and let the scape wheel move the pallets until the tooth drops on the locking plane of the succeeding pallet, note where the pointer stands, move it  $\frac{1}{2}^\circ$  further in the same direction, this is allowed for the "run," now move the graduated arc until the zero point is opposite the pointer, then unlock the pallets and let the wheel move them as before, again allowing  $\frac{1}{2}^\circ$  for "run," the total so found is the angular movement of pallets and lever, this may be  $8\frac{1}{2}^\circ$ ,  $10^\circ$ ,  $12^\circ$  or  $15^\circ$ , although it will generally be found to be  $10^\circ$ .

The width of the bankings must also be measured, and the total movement of the pallets at this particular point must be



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deducted from the width of the bankings, this will give the required width of the lever at this point

The horns do not require to be very long in a well made action, the end of the horns should at least point to the centre of roller jewel when the guard point enters the passing hollow. This should be made from one half to twice the width of the roller jewel, it all depends on the angular motion of lever and roller and the length of the lever and diameter of roller.

The roller jewel can be made of a width of  $5^\circ$  measured from  $P$ , with a width of  $10^\circ$ ; it would begin its action on the line of centres, but impulse would be transmitted to it *before* the line of centres, so we will equalize the difference and make a compromise on  $5^\circ$ .

I had drafted an escapement showing all these points, but am very sorry to say no one could be found who would guarantee to make a cut and show all the lines.

We will now pitch upon the following proportions, we will suppose that the pallets in the movement at hand make a motion of  $10^\circ$ , we will take the proportions in Fig. 2.

Total angle of movement of lever  $L = 10^\circ$ .

Angle of roller (impulse) motion  $I = 40^\circ$ .

Roller (safety) angle  $R = 24^\circ$ .

Angle of intersection of guard point  $G = 8^\circ$ .

#### ANSWER NO. 1.

Suppose  $C = 1$ .

Radius of impulse  $I = \frac{20^\circ + 5^\circ}{20^\circ} = \frac{\sin 42261}{\sin 42202} + 1 \div 5 = .224$ .

Acting length of lever  $L = \frac{20^\circ + 5^\circ}{20^\circ} = \frac{\sin 42261}{\sin 42202} + 1 \div 5 \times 4 = .896$ .

Proof  $I + L = \frac{\sin L + I}{\sin L} = 1$ .

Diameter of roller  $R = \frac{12^\circ + 1^\circ}{12^\circ} = \frac{\sin 27563}{\sin 26791} + 1 \div 4 = .283 \times 2 = .566$

Distance of guard point from  $P = G = \frac{12^\circ + 1^\circ}{12^\circ} = \frac{\sin 27563}{\sin 26791} + 1 \div 4 \times 3 = .849$ .

Proof  $R + G = \frac{\sin R + G}{\sin R} = 1$ .

Reasons for these answers, we require the sines of the angles  $L$  and  $I$ , add them together, then divide them because they intersect or divide each other, add the quotient, which is the difference at  $C$  between  $L$  and  $I$ , to  $C$  which is the length of  $L + I$ , now divide the result so obtained by 5, because there are 4 parts to the lever to 1 for the radius of impulse, which gives us the value of the latter. If we now multiply the result by 4, we obtain the acting length of the lever.

The other answers are found in the same manner, the sines are obtained by a complicated trigonometrical formulæ. Those not posted in trigonometry can find tables of sines, tangents, etc., in hand books on the subject.

#### ANSWER NO. 2.

Take a smooth, straight piece of sheet brass, mark the distance of centres  $C$ , ten times the distance it is in the watch, place the centre mark of a protractor on  $P$ , draw  $L$  at an angle of  $5^\circ$  on one side of  $C$ , on the other draw  $G$  at an angle of  $4^\circ$ , now place the protractor on  $B$ , draw  $I$  at an angle of  $20^\circ$  and on the same side as  $L$ , on the other side draw  $R$  where these angles meet each other, marks firstly, the outer distance of the

roller jewel from the centre of the balance staff, and the acting length of the fork; secondly, the radius of the table roller, and the distance of the guard point from the centre of the lever.

The instructions before given will enable anyone to know what is further to be done, all the lines must be divided by 10 which will give the exact sizes required.

Extending a cordial welcome to the jewelers of Canada, and looking forward to the day when they will refer with pride and satisfaction to the Canadian Horological Institute.

Believe me,

Sincerely yours,

HENRY R. PLAYTNER.

P. S.—In Fig. 4,  $L$  moves  $7.5^\circ$  on each side of the line of centre; instead of these figures it is represented as  $15^\circ$ , which is the total angle of movement of  $L$ .

#### FROM OUR MONTREAL CORRESPONDENT.



REPLYING to the well-worn query for the best word a jeweler to-day said, "the summer is over." The very tone of his voice suggested a poetic mind, and your correspondent struggled hard to bring visions of hazy days and tinted leaves through his ordinary brain in order to enter into the conversation and say something nice, but in this case poetry would not poetize, the supply was too limited, and the common plan had to do service for a reply. "There is something about jewelry said he, that lifts a man up, that makes his heart sing, and gives fair play to his better nature, and that something is—selling it." Well, he may have had more or less poetry deep down in his soul, he certainly had a full show of business high up in his head, and welcomed the Autumn days for the increased business that has come with them. I need hardly add the same jeweler was having his share of the trade going.

The general conditions making the retail and wholesale trades noted last month is about reversed, and at present the retailers are having the best of it. The weather is simply "vile," if such a term can be made to apply, but even with this draw back, business with the retail trade is best described as fairly good while it savors of dullness with the wholesalers. This means that in the city the fall trade has begun, while in the country, dealers are supplied in readiness for the same interesting development as soon as the farmers realize on their produce. This will come a little later; when money is running, a share always comes to the jewelers and this year the country has the wherewithal to put the cash in motion. The impetus given to the lumber trade through the recent revision of tariffs, in which this district is largely interested, will also help trade in the near future. The manufacturers are busy.

Bolt & Co., manufacturers of rolled plate and gold chains, gold rings, etc., are working full time and to their full capacity, and yet are somewhat behind with their orders. The rolled plate chain manufacture is the baby jewelry industry of Canada, and one is not long in Bolt & Co.'s factory before being convinced that the youngster is decidedly healthy and is here to stay.






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The American Watch Case Company of Toronto ask the attention of the Jewelers of Canada to their line of Hunting Gold-Filled Cases, now in the hands of the Jobbing Trade.

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The project is no longer an experiment but a decided success, the product being pronounced equal in quality and finish to the best imported, while the patterns are specially adapted to the wants of the Dominion trade. Dame Canada is to be congratulated on this addition to her important industries, which besides saving the duty, puts money into circulation among her own people instead of going to the land that wants to sell everything and buy nothing.

The Montreal Watch Case Co. also continues to thrive in the sunshine of the jewelers' patronage, with perhaps the modest satisfaction to the Company that the product of their factory fully deserves the patronage they receive. The finish, style and quality are such that in a fair field and no duty the foreign cases would do little if any more than hold their own. Richly chased designs in Shell or Princess patterns in ladies' sizes a specialty, and in these the Company are showing some elegant goods, besides which they have a large assortment of regular lines in all sizes. "All we can do," was the answer given as to the condition of trade.

Simpson, Hall, Miller & Co. are always busy, they seem to have been born that way and continued on with the prospect of doing so to the end. "We have right goods, sell at right prices, advertise in the right way, treat our customers right and are right up to the head with orders," is about the way their manager puts it. A clear case of all "right" with a moral.

All is rush in the Montreal office of Robbins, Appleton & Co., general agents for the Waltham Watch Co., watches coming in and disappearing as fast as they come, showing that the "Waltham" has lost none of its old time favor with the jewelers and people of the Dominion. The manager, Mr. Harman, says they are busy at the factory and very busy in his office; that while the Company have no surplus to speak of in any grade of movement, he is supplying the Canadian demand, with the exception of seven jeweled open face stem and seven jeweled key. He expects larger lots of these to arrive in the near future, and explains that this summer his Company had no dull months in which to make up the usual supply, hence the shortage. The fact is the Company should have another wing extended clean up into Canada. Canadians would have no objection to the said "wing." This is to tell the Waltham Co. about it; perhaps they don't know.

Death has again stepped into the ranks of the old time jewelers and taken from them Mr. Alex. Stewart, Sen., of Richmond, Que., at the ripe old age of 73 years. Mr. Stewart was formerly in the City of Quebec, where he did a repairing business only, and moved to Richmond some thirty-five years ago. He bought his first stock from Mr. John H. Jones, of the present firm of John H. Jones & Co. of this city, then manager for the late Robert Wilkes. The invoice did not exceed \$100, and consisted of such goods as hard solder and silver rings, S. S. brooches, Swiss silver Andre watches, etc. The commencement was thus small, but Mr. Stewart had practical skill, judgment, energy and perseverance, with a fine sense of honor and uprightness, some harbingers of success to back it up, and from this beginning he built up one of the best businesses in this province. Although conservative of method, he was in no way wedded to the old, and was not slow to adopt the new when the new had

advantages, but the stock argument of trashy wares, "just as good and cheapest," had no effect, price was placed second to quality. His great effort was to keep perfect faith with his customers, whether in repairing or selling, and in this he reaped the same reward,—implicit and continued confidence, a matter of paramount concern to the mind of a just man, and success as well. In private life he was hearty and genial, a true friend in the best sense, and so was highly respected. Many in the trade, and more out of it, will have heard with sorrow that Mr. Stewart is no more. In recent years his business has been ably managed by his son.

Mr. D. R. Dingwall, wholesale and retail jeweler, Winnipeg, Man., paid our city a buying and pleasure visit during the month. Mr. Dingwall is an old Montrealer, and, referring strictly to locality, divides his affections between Winnipeg, Montreal and another city over the sea in the direction of Ireland, but not in it. The insinuation of the prevarication in the case of the man who said the lake went down when he hauled the fish out, prevents the use of a similar illustration, but from all accounts, the stocks of several of our jobbers underwent considerable change as the result of Mr. Dingwall's visit. Speaking of prospects for business in the North-West this fall, he said all depended on the amount of damage done to the crops by the continued rains, and this could not be definitely known until the threshing is done. Mr. Dingwall is very confident that Winnipeg is yet to be the great centre, booms and summer frosts being the only visible obstacles. "Don't be surprised when you see Montreal merchants going to Winnipeg to buy their fall stocks," said he, referring to return freights by the Hudson Bay route. I said "I wouldn't."

Mr. Fred. Hitchins, of Beauharnois, also paid our city his usual fall visit. Mr. Hitchins has the reputation of having one of the finest jewelry stores in this district, barring a few in the city. His visit about this time is as sure as wet weather. He is one of the kind of gentlemen that is always welcomed in a merchant's office, if he calls to buy a big bill he is welcomed, if to buy a small bill he is welcomed, or if only to shake hands and chat awhile he is welcomed. Mr. Hitchins says business in his town is on the dull side naturally at this time, and if you want information about the fall trade he can tell you better next January.

A somewhat unusual occurrence in our city was a case of highway robbery, the victim being Mr. James Pilgrim, manager of Mr. J. C. Bolt's Bleury Street jewelry establishment. Mr. Pilgrim had closed the store as usual and was going home, about 10 p. m., along Sherbrooke Street, when, on nearing Laval Avenue, three men sprang out from the doorway of a house in course of erection, and while one clutched his throat, the others carried him to the back of the buildings, where they went through his pockets and leaving him stunned made good their escape. The police were notified but without result to date. It is not known whether the robbers were drunken rowdies lying in wait for the first solitary passer by to obtain money for whiskey, or whether it was a deliberate plan to catch Mr. Pilgrim, with the expectation that he would be taking home valuables for safe keeping. If the latter was the idea, the scoundrels were badly sold, for all they obtained was a watch which may yet be heard



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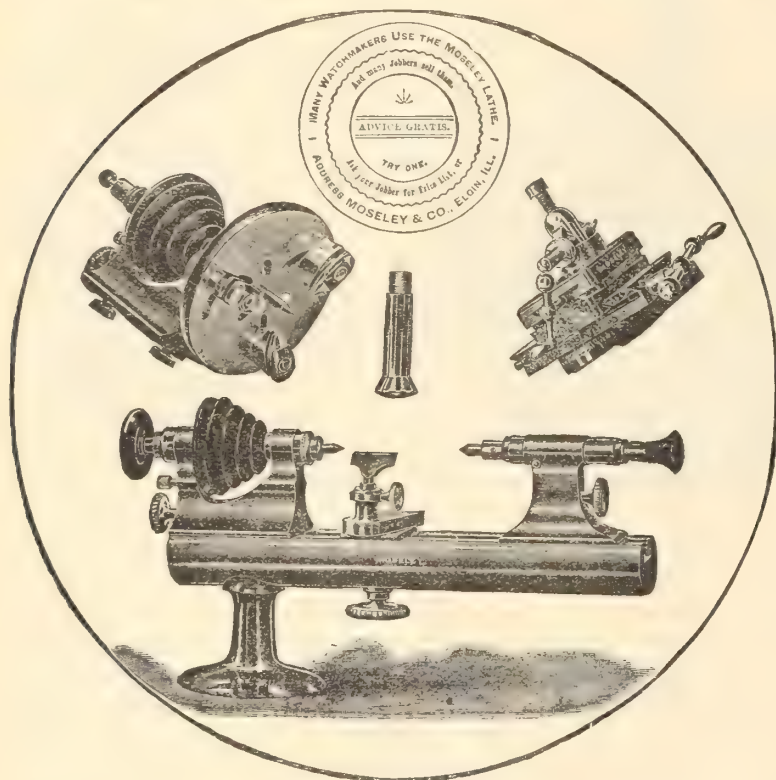
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The purchase, sale or use of either of the hereinbefore named Watch Movements is in violation of our rights, and we hereby notify the trade that from this time we shall hold each person or firms dealing in such movements directly responsible for the infringement.

(Signed)

R. E. ROBBINS,

T. M. AVERY,

Trustees for the American Waltham and Elgin National Watch Companies.



from and some small change. Mr. Bolt is by far too shrewd a business man to have any such scheme worked at his expense, his goods are secured in suitable safes. The locality of the robbery is in the heart of the city, but at present the block is being rebuilt, while the street is darkened by large trees hiding the electric lights. Mr. Pilgrim is at work again, none the worse, I am glad to say, for his experience, only he goes home by another route now.

Mr. P. White, jeweler, Notre Dame Street, some time since gave a silver trumpet for competition among the hose reel companies. The firemen took a lively interest in the contest, each company being determined to win that trumpet for its station, and Mr. White has the satisfaction of knowing that the winners in the recent trial made the best time on record. Mr. White's public spirited action in thus promoting and encouraging efficiency in the Fire Department is to be commended. Fire always omits to give due notice before starting operations, and every man is thus interested in a first-class fire service.

Mr. Abbott, manager of the Montreal branch of Messrs. Smith & Patterson, Boston, U. S., is back again from a visit to headquarters. Boston is getting to be ancient history to Mr. Abbott now, good enough to visit occasionally, but Montreal is home. Mr. Abbott don't exactly say it in this way; it's his friends, and he certainly looks happy enough here to be at home, and I guess he is. His visit was to secure for his Canadian customers a full share of the snaps in American goods that his firm-always secure at this season.

A legal decision of interest to jewelers in this province was rendered by Judge Jetté on the 11th inst., in the case of Beauchamp vs. Martin. The plaintiff, a jeweler, sold certain goods to defendant's wife, and receiving no pay took action to compel Martin to make returns. Martin endeavored without success to obtain the jewelry from his wife that he might return it, and explained that the goods had never been in his possession nor had he authorized the purchase, and hence was not responsible in the matter. The Court decided that Martin's defence held good and dismissed the action. Cases like this are very few, but it is not the less important to know when you are in like circumstances.

Mr. Alfred Eaves, President of the Jobbers' Association, was noticed about the 10th inst. to be in unusually good humor. Mr. Eaves is one of the first in the trade, and so it was thought some unusually big buyer was in town, but the evening papers revealed the secret; the new arrival in his family is a daughter. Mr. Eaves will please consider himself congratulated.

Montreal, Oct. 20th, 1890.

**MUCILAGE FOR BACKING LABELS.**—Mix pure destine with boiling water, until it assumes the consistency of ordinary mucilage. Apply with a full, evenly made camel's hair brush. The paper should not be too thin or unsized.

**TO WRITE ON SILVER.**—To write on silver, the tracing of which will never fade, take burnt lead and pulverize it; stir it with sulphur and vinegar to the consistency of paint, and write with it on silver plate. Let it dry, then hold to the fire so as to heat the work slightly and the tracing is indelibly fixed.

## PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

### THE SPRING DETENT OR CHRONOMETER ESCAPEMENT.

(534) The chronometer escapement has a pointed-tooth escape wheel; two rollers mounted upon the balance staff, with a compensation balance, and ordinarily with a cylindrical hair-spring; a spring detent, and an unlocking spring. The escape wheel acts upon a jewel or pallet fixed in the impulse roller, and called the impulse pallet. The detent also has a flat-faced jewel called the detent or locking pallet, which drops into the wheel and locks each tooth successively after an impulse has been given to the balance. It is caused to thus enter the wheel circle by a spring, which is either a part of the detent itself, near the place of its attachment to the watch plate, as in the English style; or, as in the Swiss style, the detent is mounted upon a pivoted staff, having a light hair-spring of sufficient strength to cause the detent to drop instantly into the wheel circle when it is released from the unlocking jewel. An unlocking or discharge roller is fixed upon the balance staff, underneath the impulse roller, having a small jewel called the unlocking or discharging pallet. The unlocking, discharging or "passing" spring is a long and fine spring, generally of gold, attached by one end to the detent, while the other intersects with the unlocking pallet. It is attached to the detent on the banking side, or next to the wheel, being free to yield in that direction, but rests against the detent in the other direction.

(535) The operation of these parts is as follows: An impulse having been given, an escape wheel tooth drops upon the detent pallet and the wheel is locked in that position, leaving the balance entirely detached and free to vibrate, governed only by the hair-spring. The balance vibrates forward half a turn or a little more, (225°), and then returns. As the impulse pallet reaches the escape wheel, the teeth are locked in such a position as to allow it to pass without touching them. When the unlocking pallet comes to the detent it strikes the end of the unlocking spring on the detent, and easily forces it back far enough to pass it, without much effect upon the momentum of the balance, because the spring is long and thin, and has no support to rest against, while the unlocking jewel is near the balance axis. The balance therefore continues on its return or backward vibration, having passed the detent and the escape wheel without causing any action or motion by them. Having reached the limit of its backward vibration, it again returns forward. As it approaches the line of repose, the unlocking jewel again strikes the gold spring, but the latter being now supported behind by the point of the detent, very near to its end, the consequence is that the unlocking jewel forces both the gold spring and the detent back together. This motion of the detent carries the locking pallet back out of the wheel far enough to free it, and the tooth behind the impulse pallet then drops upon it and gives the balance another impulse, and so on, as before. The detent being now released by the unlocking pallet, immediately springs back to its place, in time to lock the wheel as soon as the tooth leaves the impulse pallet, rests against a banking screw or pin provided for adjusting the depth



# THE AMERICAN WATCH CASE CO.

## KEEP YOUR EYE ON OUR REGISTERED TRADE MARKS.

### CAUTION.



As some misapprehension seems to exist amongst the retail trade regarding the Watch Case Factories of Toronto, and their products, we deem it but fair to ourselves and the jobbers who handle our cases, that they should be placed in the hands of the trade distinctly upon their own merits as the product of the American Watch Case Company, which has always been sold exclusively to the legitimate jewelry trade.

Every retailer is aware that there is now more than one company manufacturing watch cases in Toronto.

As the product of these factories is commonly spoken of as "*Toronto Cases*," it will be readily seen that a false impression may unknowingly be conveyed by a salesman selling these goods, and it is to correct this that we make the following announcement:

EVERY Gold Filled Case made by our Company bears our registered trade mark of "*A Winged Wheel*," and every Gold or Silver Case made by us bears our registered trade mark of "*A Maltese Cross*."

An experience of five years has satisfied the jewelry trade of Canada that every case bearing one of our trade marks, is just what it is represented to be and nothing else. The Company therefore respectfully ask the trade when they are buying watch cases to examine the stamps thoroughly, and see that they bear one of our trade marks as shown herewith, *as they absolutely refuse to guarantee any case which is not so stamped.*

**THE AMERICAN WATCH CASE CO.,**

67 Adelaide Street West,

**TORONTO.**



When you purchase a Gold Filled Case examine it carefully and see that it bears our Trade Mark of a "*Winged Wheel*." We guarantee no others.



When you purchase an 18 K. Gold Case examine it thoroughly and see that it bears this Trade Mark. We guarantee no other.



Every 14 K. Gold Case made by the A. W. C. Co., bears this well-known Trade Mark. Look for it. We guarantee no other.



Our "*Lion*" Gold Cases are universally admitted to be the best cheap Gold Case ever made. None are genuine without this Trade Mark. Look for it.



With the exception of our N. P. every Silver Case we manufacture bears this Trade Mark. No others equal them in quality. If they bear this impress you will be safe in buying them.



Our "*PREMIER*" 14 K. Gold Filled Screw Dust Proof Case is the cheapest and best in the world. You are perfectly safe in guaranteeing them to your customers and there is money in them for you.

## 67 ADELAIDE STREET WEST, TORONTO.

## LOOK FOR OUR STAMP IN EVERY CASE OF OUR MAKE.

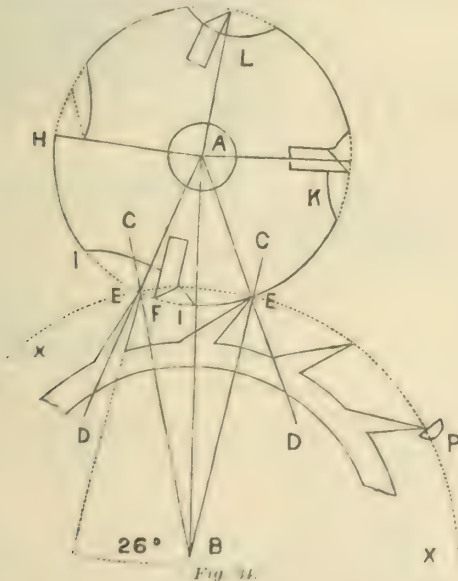


of its intersection with the wheel circle, and holds the wheel till the next forward vibration of the balance.

(536) The chronometer escapement may therefore be divided into three actions, viz: The wheel and roller, whose function is impulsion; the wheel and detent, whose functions are "draw" and locking; and the roller and detent, whose functions are "passing" and unlocking. This escapement has three general faults: overrunning, tripping and setting. All will be fully considered in the course of these articles, giving their causes and the remedies, when treating of the different actions in which they occur. For examining the jewels, pivots, etc., see the directions therefor given in connection with the other escapements already described. For testing, examining, correcting and adjusting the hair-spring and the balance, full directions for every possible emergency will be found in the sections previous to (276). Further examination of the chronometer escapement cannot well be made without understanding the principles upon which it is or should be constructed. We will, therefore, proceed to consider them, taking up the three actions separately, in their order.

#### THE WHEEL AND ROLLER ACTION.

(537) The wheel and roller action relates to the giving of the impulse to the balance by the action of the escape wheel upon the impulse roller. To draw this action, Fig. 34, we will



suppose that we have a certain centre-distance, or distance between the pivot holes of the balance staff and the escape wheel, and want to know the proper sizes for a wheel and an impulse roller for that centre distance. First, measure the centre distance very carefully, either with a good depthing tool or properly pointed pump dividers, (339, 341), taking pains to hold them exactly vertical or perpendicular to the plate, and the two points projecting out the same distance. Then increase the distance say ten times, for securing clearness in the drawings. This is most easily done by pricking off the distance ten times on a fine straight line drawn in ink on smooth paper, and the distance between the first and last pricks will be the enlarged centre distance. Transfer this to your drawing paper, and connect them by a straight line, calling *a* the balance centre, and *b* the wheel centre. The wheel we will say has fifteen

teeth, therefore the distance between the points of two adjacent teeth will be  $\frac{1}{15}$  of the circumference of the wheel, or  $360^\circ$ , which is  $24^\circ$ . With a protractor we lay off lines *bc*, *bc*,  $24^\circ$  apart, and  $12^\circ$  each way from *ab*, and the points of two teeth will be somewhere in these lines, their distance from the centre *b* depending on the size of the wheel.

## OPTICAL DEPARTMENT

Under this head we solicit questions of interest bearing on optics, particularly the eye, the defects of vision, and their correction by glasses.  
All communications must be addressed to Dr. John S. Owen, 142 West High St., Detroit, Mich., and must be received not later than the 15th of each month in order to insure publication in the following issue of THE TRADER.

QUES. 6. "I have a case, a young man who is a telegraph operator about twenty-five years old. His right eye is of no benefit to him without glasses, and but little with them. He is wearing about a  $+20''$  S. glass to assist him at times, I find by a test that the left eye, the one he uses, requires A.  $-24''$  S.  $\ominus +24''$  Cyl. Axis  $90^\circ$  and the right eye  $+10''$  S. for distant vision. I put a  $-22''$  S, the nearest I had in a frame over the left eye, and a  $+11''$  S. over the right. This improved vision very much, but the pain was so great that he could not wear them but a few minutes. I then changed the  $+11''$  S. to  $+24''$  S. over the right eye but he thought the pain almost as great.

"Will it be possible to bring them together, or would it be better to fit only the best eye and cover the other with a plain glass? Will it not give pain in bringing the best eye up, from the fact that he has been wearing a convex lens over the myopic eye?"

"I could not guarantee any glass that I could give him not to give some pain for awhile at first, and for that reason he would not give me an order."

ANS You have made a mistake in the beginning. The combination " $-24''$  S.  $\ominus +24''$  Cyl. Axis  $90^\circ$ " before the left eye is an error. If the  $-24''$  S. was the first lens fitted, and the  $+24''$  Cyl. Axis  $90^\circ$  was added to it, the  $+24''$  Cyl. would completely neutralize the  $-24''$  S. in the  $180^\circ$  meridian, and would render the combination equal to exactly  $-24''$  Cyl. Axis  $180^\circ$  which lens would answer the same purpose as the combination and would also be less expensive.

It would be impossible to "bring the eyes together," *i. e.* to wear the same glasses when they require different ones. We have known of eyes "coming to glasses," but it is only after months of pains and aches, and then only in rare cases. It would be similar to making a tall man grow short by causing him to carry a heavy weight on his head.

It would be better to fit the best eye with its correct lens and cover the other, than to try to bring them together, but this also is very poor practice, the result of which would probably be that the visual perceptions or sight of the covered eye would through disuse gradually grow less, until the sight would at last fail to respond to any artificial aid in the form of lenses.

The best course is to correct each eye for the distance (20 feet or further), and if convex lenses are required they will also be suitable for constant use. If concave lenses are required for distant vision their strength should be reduced for reading until the weakest lens is found that will enable him to read at a suitable distance, viz, 12 to 16 inches from the face.

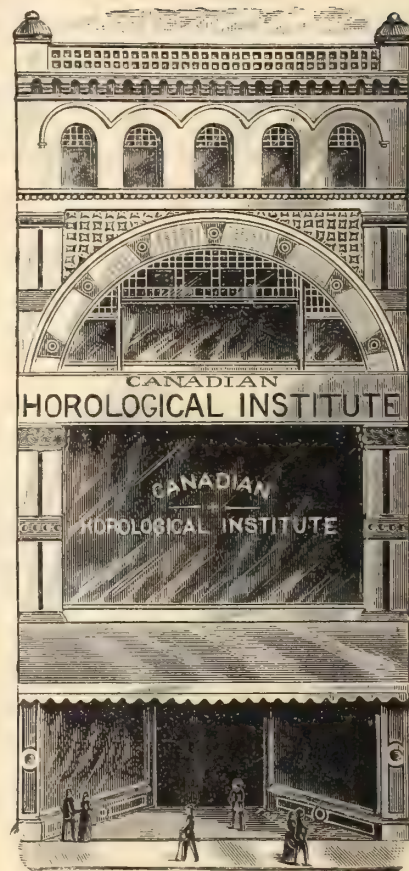
The correct lenses, whether they be convex or concave, will probably cause some pain and inconvenience for several weeks, or until the eyes have become accustomed to the change.





Have you got the laudable ambition to be a first-class Watchmaker? if so, the Quickest and Cheapest road to your goal is by taking a course at

.. The Canadian ..  
 .. Horological Institute ..  
 133 KING ST. EAST,  
 TORONTO.



THE INSTITUTE is prepared to do all kinds of trade work. We guarantee satisfaction. The management is determined that absolutely nothing will be turned out at the Institute that is not a thorough job. This is one of the points on which the reputation of the Institute will be built up. It affords the Trade throughout the Dominion an opportunity to judge us by our works.

We cut Stem Wind wheels.

An impression seems to have gone abroad that every student at the Institute must construct a watch; such is not the case, however. We place in the hands of every student a first-class American lathe, with chucks, universal head, slide rest, wheel and pinion cutters, wig-wags, etc., and instruct them in wheel and pinion cutting, turning, jeweling, springing, escapements, etc., and when thoroughly competent we give them trade work, from which they receive half the proceeds.

We aim to turn out first-class workmen in every respect. We are pleased to supply any information to the Trade. Address,

CANADIAN HOROLOGICAL INSTITUTE.

## ENDORSEMENTS.

THIS CERTIFIES That Mr. Henry Playtner has been in my employ for nearly three years, and I can truly say that he is a *first class watchmaker*, quite competent to repair and replace any part in any high grade watch, including chronometers, minute repeaters, split seconds, etc. He is also industrious and honest, and is greatly devoted to his chosen calling; one of his traits is his ability, painstaking and eagerness to impart to others the knowledge which has taken him years of hard work and *persistent* study to acquire. I can confidently recommend him to all who wish to improve in the art of watchmaking. I may also say that he makes no idle or rash promises, my experience of him has been that he fulfilled to the letter whatever he agreed to do.

TORONTO, Aug. 19th, 1890.

J. P. MILL, 445 Yonge St.

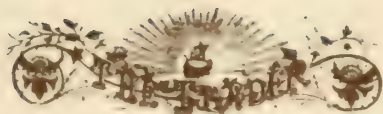
THIS CERTIFIES—That we fully endorse The Canadian Horological Institute, and recommend the same to the favorable consideration of the trade.

ALBERT KLEISER,  
 W. K. McNAUGHT,

P. W. ELLIS & CO.,  
 LEVY BROTHERS.

EDMUND SCHEUER,





# Davis & Louis Company.

MONTREAL.

WHOLESALE JEWELLERS & DEALERS IN  
PRECIOUS STONES.

NOVELTIES ARE OUR **GREAT SPECIALTY**  
IN EVERY LINE OF GOLD & SILVER JEWELRY.

THIS WE MAKE *The Feature* OF OUR BUSINESS.

Sole Agents in the Dominion of Canada for the Celebrated Window Fronts  
and Shop Fixtures of **F. SAGE & CO. of LONDON, ENG.**

CATALOGUES AND ALL INFORMATION IN CONNECTION WITH SHOP BUILDING &





## JOHN WANLESS & CO.

The house of John Wanless & Co., retail and manufacturing jewelers of Toronto, is not only one of the most respected, but one of the oldest jewelry establishments in the Province of Ontario, having been originally founded at Niagara by the late Wm. Bell about the year 1835. A few years residence in that ancient burgh convinced that gentleman that Toronto, or Little York, the name by which it was then commonly known, offered the more desirable future for his calling, and in 1840 the business was accordingly removed to this city and located on Church Street, where it remained until 1846, when it was transferred to its present location, No. 172 Yonge Street.

In this spot it has quietly grown from year to year, until it has reached its present stage of development, and now occupies a warehouse which is without doubt one of the most elegant and commodious in the Dominion of Canada.

In 1861, Mr. John Wanless, then a young man of 31, succeeded to the business, which under the influence of his energy and sound judgment soon began to exhibit evidences of a steady improvement in keeping with the growth of the city.

In 1870, the old two storey frame structure which had for nearly a quarter of a century served the double purpose of store and dwelling house, was, like many another of Toronto's old land marks, torn down in order to make way for a brick store in keeping with the progress of the city. In this new building the business continued to flourish and expand until the present year, when the firm

(which had now been increased by the addition of Mr. John Wanless, Jr., as partner) finding it altogether inadequate for the altered conditions of their growing trade, decided to enlarge and improve it.

This work, which practically amounted to rebuilding the entire premises, and occupied nearly six months, has been fully completed, the result being that the firm are now in possession

of a handsome monument of the builder's art, containing all the modern improvements and thoroughly abreast of the times, which could not be duplicated for less than \$20,000.

The new building has a frontage of 24 feet, and an entire depth of 100 feet. It is four stories high, and has an attractive and imposing front of red pressed brick and Credit Valley sandstone. Although the outside of the premises presents a marked contrast to the previous structure, the internal changes are not less decided and pleasing, as the following description taken from one of our city dailies at the time of its opening will testify:

"Its richly decorated walls and ceilings, elegant furniture, cases shining with polish and sparkling with jewelry of all descriptions, form a picture which is little short of enchanting. From the entrance to the jewelers' workshop there is an endless variety of objects to arrest

the attention and please the fancy. A spacious window of the finest plate glass adorned with annealed ornamentation contains cases filled with a great variety of jewelry novelties. Passing

through the entrance a long row of walnut and silver cases on solid cherry tables bends to the right and runs down the length of the place. Down the centre handsome solid cherry tables with velvet centrepieces are ranged, holding bronze figures of many postures and depicting a great variety of life. These form an artful accompaniment to other goods displayed, chief among which

are the marble clocks, scores of which are on view at the left hand side. The handsome wall cases of plate glass in solid cherry appear to their full advantage, being set off with the massive silverware inside. At the end of the ware room the



JOHN WANLESS, SR., J.P.







## CHILDREN'S RINGS.

Children's Rings to sell well must be DURABLE, NEAT and CHEAP. This assortment of nice chased patterns is exactly the thing that is wanted, and particularly at this season of the year are in great demand. They are full 9k. Gold, and made in sizes from 5 down to a little less than 1. Price, \$4.20 per doz., or 2 doz. for \$8.00.



## BANGLE BRACELETS.

Solid Silver in 13 taking patterns, assorted as desired. Our October sales in this line exceeded any previous month. Try a dozen and you will order more.  
1 doz. \$2.35, 2 doz \$4.60, 3 doz. \$6.75.

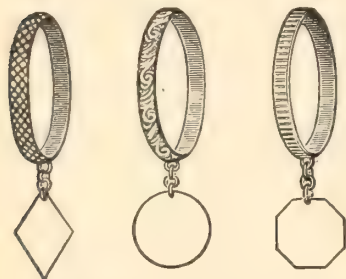
## FRIENDSHIP, BANGLE AND INITIAL RINGS.

We had not intended to advertise these rings this month but the increasing demand has made it necessary. To those who have not tried them yet we would say, we do not think anything was ever offered before that sold as well, and we think that ours are heavier, better finished, and nicer patterns than any other make.

Solid Silver, with bangles, \$1.60 per doz., with initials, \$2.10 per doz.

Solid Gold, 9k., with bangles or initials, \$7.20 per doz.

All of the above are staple goods that sell quick, and will be mailed, post paid, to any address on receipt of price.



**G. H. LEES & CO.,** MAN'G JEWELERS,  
WATCHMAKERS & ENGRAVERS, **HAMILTON.**

# For Time, Appearance and General Satisfaction,

THE

# WATERBURY WATCH

Is UNEQUALLED by any other low-priced Watch  
IN THE WORLD.

THERE is a larger percentage of profit in the sale of WATERBURY WATCHES than ANY Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.

## THE WATERBURY WATCH CO.,

81 KING STREET EAST,

TORONTO, ONT.



watchmakers' room is situated, and further in the rear the jewelry manufacturers have a separate department. The cash desk and private office is in the centre of the wareroom at the right side. It is an elegant piece of work in solid cherry. Behind this is a J. & J. Taylor burglar-proof safe of the most approved design. There are two safes, one inside the other, the smaller being used for the costliest goods. Incandescent electric light and gas are used for lighting, and steam for heating."

The firm give employment to ten persons on the premises, and in addition to the goods they buy and sell in the ordinary way, they manufacture a large line of special goods, such as diamond jewelry, medals, etc.

Mr. John Wanless, the senior member of the firm was born at Longformacus, Berwickshire, Scotland, on the 18th of February, 1830. His father, the Grammar School Teacher and Registrar of the parish, was a gentleman of more than ordinary culture, and well known and highly respected throughout the district. Having passed his youth amid such favorable surroundings, it is little to be wondered at that Mr. Wanless imbibed so thoroughly those principles of perseverance, self-reliance and integrity, which have not only made his own career a success, but have won for his compatriots a place amongst the foremost men in every civilized country on the face of the globe.

In the year 1851, like many another young and hopeful Scotsman, Mr. Wanless left the old fatherland and crossed the ocean in search of home and fortune in this western hemisphere. That he has achieved a success in every respect is a matter that any citizen of Toronto can truthfully testify. In business he is not only genial and obliging, but strictly honorable in all his transactions, and it is in a great measure owing to this happy combination of qualities that his success has been achieved.

His popularity amongst the jewelry trade is evidenced by the fact that at the organization of the Canadian Retail Jewelers

treasurer by a unanimous vote, a position which he has continued to fill with acceptance ever since. He also holds the important position of a Justice of the Peace for the County of York.

At the commencement of the present year, feeling that he had earned the right to more leisure than he had heretofore enjoyed, Mr. Wanless took into the firm his eldest son John Wanless, Jr., who had for the previous five years been acting as his assistant in the business. Upon this young gentleman now devolves the general oversight of their large and growing business, a task for which his training had fully qualified him and for which he is in every way competent. Mr. Wanless, Jr., having literally grown up in the business, it goes without saying that he is thoroughly conversant with the jewelry trade. He has a pleasing address, is well liked by his customers, and it is safe to predict that under his management the old house will preserve the high reputation for fair and honorable dealing so long enjoyed by it.



JOHN WANLESS, JR.

The portraits illustrating this article will give our readers a very good idea of the personnel of the firm, the front elevation of the store, and also the interior decorations and fittings. It will pay any of our readers who may visit Toronto to take a look through Messrs. Wanless & Co.'s premises, and we can safely promise that the members of the firm will be glad to see them, and afford any information they may desire.



## PRECIOUS STONES BY THE QUART.

The *Pittsburg Dispatch* correspondent at Saratoga who writes about pearls by the quart and diamonds by the peck at that famous resort could probably discover green cheese on the moon. Fashionable people no longer wear jewels except on great occasions, and it is safe to say that all the diamonds in Saratoga this

year could have been gathered in a single peck measure.—*Exchange.*





# The Montreal Optical & Jewelry Co., Ltd.

**Warehouse and Factory, 1685 Notre Dame St. Montreal.**

P. O. BOX 1054.

**ONLY MANUFACTURING OPTICIANS IN CANADA.**

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

## OPTICAL GOODS

Ever Shown in the Dominion.

*Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles*  
**AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.**

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

## Montreal Optical and Jewelry Company, Limited.

GEO. P. WAGNER.

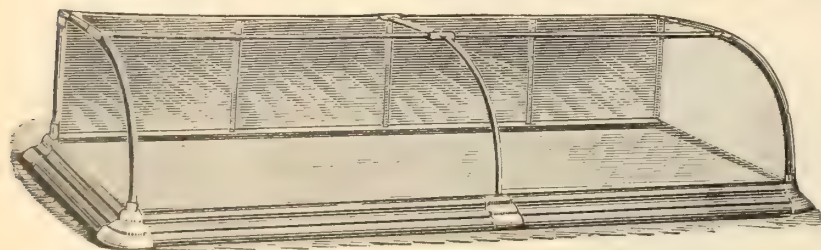
CARL ZEIDLER.

D. C. WAGNER.

## DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.

(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description of Nickel, Silver, Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

Show Rooms, Head Office and Factory: West Toronto Junction, Ont.

## The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES  
ORIGINAL  
DURABILITY  
GUARANTEED.



# J.G.C. & CO.

FINISH ALL  
THAT  
COULD BE  
DESIRED.

(TRADE MARK.)

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

## J. G. CHEEVER & COMPANY,

**NORTH ATTLEBOROUGH, MASS., U.S.A.**





## SELECTED MATTER.

### HOW THE MCKINLEY BILL WILL AFFECT U. S. JEWELERS.

Below we print the Tariff bill in tabulated form ready for comparison with the present rates of duty on goods handled by jewelers, silversmiths, and the allied trades and industries. The first column shows the rates on the articles under the present law, and the second column shows the rates on the same articles under the new Tariff Bill

The letters "p. c." signify "per cent. ad valorem," and the rates expressed in dollars and cents signify that it is the new duty per pound when ton or other standard of quantity is not expressed.

#### DUTIABLE GOODS.

|                                                                                                                                                                                                               | Old Rate. | New Rate. |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------|
| China, porcelain, parian, bisque earthen, stone and crockeryware, including plaques, ornaments, toys, charms, vases and statuettes, painted, tinted, stained, enameled, printed, gilded or decorated. . . . . | .60 p. c. | 60 p. c.  |
| Spectacles and eyeglasses . . . . .                                                                                                                                                                           | 45 "      | 60 "      |
| Lenses . . . . .                                                                                                                                                                                              | 45 "      | 60 "      |
| Spectacles and eyeglass lenses, with edges ground. . . . .                                                                                                                                                    | 45 "      | 60 "      |
| Pens, metallic, except gold, per gross. . . . .                                                                                                                                                               | 12c.      | 30c.      |
| Penholder tips, holders, gold pens, per gross. . . . .                                                                                                                                                        | 12c.      | 12c.      |
| Quicksilver . . . . .                                                                                                                                                                                         | 10c.      | 10c.      |
| Chronometers, box or ship's. . . . .                                                                                                                                                                          | 10 p. c.  | 10 p. c.  |
| Watch cases, movements, glasses. . . . .                                                                                                                                                                      | 25 "      | 25 "      |
| Aluminum, crude and alloys . . . . .                                                                                                                                                                          | free.     | 15 "      |
| Manufactures or wares not specially provided for, wholly or in part of metal . . . . .                                                                                                                        | 45 p. c.  | 45 p. c.  |
| Jewelry articles not elsewhere provided for. . . . .                                                                                                                                                          | 25 "      | 50 "      |
| Pearls. . . . .                                                                                                                                                                                               | 10 "      | 10 "      |
| Precious stones, cut, but not set. . . . .                                                                                                                                                                    | 10 "      | 10 "      |
| If set . . . . .                                                                                                                                                                                              | 25 "      | 25 "      |
| Imitation of, not set . . . . .                                                                                                                                                                               | 10 "      | 10 "      |
| Manufactures of alabaster . . . . .                                                                                                                                                                           | 25 "      | 25 "      |

#### THE FREE LIST.

|                                                                                                             |
|-------------------------------------------------------------------------------------------------------------|
| Bullion, gold or silver. . . . .                                                                            |
| Coral, marine, uncut and unmanufactured. . . . .                                                            |
| Diamonds and other precious stones, rough or uncut, diamond dust, and jewels to be used in watches. . . . . |
| Pearl, mother of, not manufactured . . . . .                                                                |
| Pewter and Britannia Metal, fit only to be re-manufactured. . . . .                                         |
| Platinum in ingots, bars, sheets and wire. . . . .                                                          |
| Platinum, unmanufactured, and apparatus of platinum for chemical uses . . . . .                             |
| Scrapings of silver and gold . . . . .                                                                      |

### CULLED FROM OUR ENGLISH EXCHANGES.

The French law punishes with penal servitude any person or persons who mutilate coins; but the jewelers have found a way out of the difficulty by means of *battes* which clasp together, say, for instance, two Napoleons or two one-half Napoleons. In this way the law is respected and a fine scarf pin is obtained.

There is a small and original novelty now in vogue; it is an ostrich feather of gold, representing all the details of curled down. This kind of brooch can be made of feathers,

enamelled white or grey, and for mourning they can be made black.

THE use of rich wreaths at funerals is spreading more than ever. At the funeral of the great Polish national poet, Mickiewicz, there were 20,000 wreaths, of which 100 were of silver and seven of gold. The latter represented a value of 500,000 francs.

JOSIAH ELIJAH MORTON, the watchmaker whom the Coventry magistrates recently sent to prison for three months for fraudulently dealing with watch movements placed in his care for trade purposes, was one of the best known men in Hillfields a few years ago. The offence with which Morton was charged in the police court was of a most serious character. He had been from time to time entrusted with parts of watches to make up for a Preston manufacturer, but instead of dealing honestly with the materials placed in his hands he seems to have systematically parted with them to raise money. Seeing that the practice had been continued for several months, and that a confiding manufacturer had been robbed of goods of the value of £60 or £80, it cannot be said that Morton's sentence was too severe. The only mitigating circumstance in the whole matter was the help which he gave in tracing the property with which he had been dishonestly dealing.—*Jeweler and Silversmith.*

THE McKinley Tariff Bill has passed, and it now remains to be seen whether Sheffield is to continue to exist, or whether the smoke problem is to be solved by the compulsory adoption of a remedy which shall be worse than the disease. On the whole, I think the manufacturing world will not come to an end just yet. There are really some few parts of this earth, outside the great United States, where the people are sufficiently civilized to use spoons and forks. At any rate, the prospect of having to emigrate to America is too awful to contemplate. Fancy having to read an American newspaper over one's breakfast. It is all very well for Mr. Carnegie to talk about triumphant democracy. He knows very well that the triumph is *his*. The democracy of the States has served his purpose very well, but he knows better than to live beside it more than he can help. On the whole, he is right.—*Jeweler and Silversmith.*

WATCHES AS COMPASSES. — I was standing (writes Mr. Labouchere in *Truth*), by an American gentleman, when I expressed a wish to know which point was the North. He at once pulled out his watch, looked at it, and pointed to the north. I asked him whether he had a compass attached to his watch. "All watches," he replied "are compasses." Then he explained to me how this was. Point the hour hand to the sun, and the south is exactly half way between the hour and the figure XII. on the watch. For instance, suppose that it is four o'clock. Point the hand indicating four to the sun, and II. on the watch is exactly south. Suppose it is eight o'clock, point the hand indicating eight to the sun, and the figure X. on the watch is due south. My American friend was quite surprised that I did not know this. Thinking that very possibly I was ignorant of a thing that every one else knew, and happening to meet Mr. Stanley, I asked that eminent traveller whether he was aware of this simple mode of discovering the points of the compass. He said that he had never heard of it. I presume, therefore, that the world is in the same state of ignorance



LEVY BROS., HAMILTON, ONT.

## L. BROS. STANDARD ROLLED-PLATE CHAINS

STAMPED

"L. BROS." AND "L. B. H."

We guarantee them to outwear any other Chain in the Market.

## ALBO-SILVER CHAINS, REGISTERED

We are Sole Agents for Canada. Beware of Imitations.

## L. BROS. SILVERIDE O. F. KEY CASE

The Best Case in the World. - - Buy this Case and you will buy again.

HAVING sold out our stock of American Jewelry bought last July, we have been forced to visit the Factories again, and buy

## A NEW STOCK--ENTIRE

These Goods are the Latest, the Best. Everyone acknowledges that our Stocks on the road are Best Value and Best Assortment in Canada.

SEE FOR YOURSELF BEFORE YOU BUY.



LEVY BROS.,

-

HAMILTON, ONT.

WITCH.



Height, 22 ins. 8 day. Gong or Strike.

COMET.



Height, 19 ins. 1 day. Strike.

WIZARD.



Height, 22 ins. 8 day. Gong or Strike.

CANADIAN AGENTS FOR

NEW HAVEN CLOCK CO'Y,  
MANUFACTURERS.

WANDA.



Height, 22 ins. 8 day. Gong or Strike

VESTA.



Height, 20 ins. 1 day. Strike.

MISCHIEF.



Height, 19 ins. 1 day. Strike

- - - CLOSE PRICES. - - -



# DO NOT BE DECEIVED

By the loud talk and profuse use of printers' ink  
concerning "Plated Seamless Wire."

Wire made with gold solder presents a

## PERFECT GOLD SURFACE

And is practically Seamless.

---

## THE IMPORTANT THING IS QUALITY.

*WHAT IS THE THICKNESS OF GOLD USED?*

*THAT IS WHAT CONCERNS THE CONSUMER.*

---

## QUALITY ASSURED, TROUBLE AVOIDED

If you use the

## R. F. S. & CO.

## ROLLED GOLD PLATED CHAINS.



## THE LATE HORACE C. WILCOX.

**T**HROUGH the courtesy of the *Jewelers' Circular*, of New York, and Mr. John E. Parker, Manager of the Meriden Britannia Co.'s branch factory, at Hamilton, Ont., we are enabled to present to our readers a portrait of the late Horace C. Wilcox, who for thirty-six years previous to his death, had worthily filled the position of President of the Meriden Britannia Company, of Meriden, Conn., U. S. As the principal incidents in the interesting and successful career of Mr. Wilcox were given at length in our last issue, they will still be fresh in the memory of our readers.

## CULLED FROM OUR AMERICAN EXCHANGES.

CHICAGO is to have the largest building in the world, and the well-known jewelry jobber, Otto Young, will be one of its principal owners.

THE Rockford Watch Company intend to add in the spring 140 feet to the north wing of their factory.

THE Springfield Watch Factory Band is the "king pin" musical organization of the beautiful little city of Springfield, Ill.

THE American Waltham Watch Company have discontinued the manufacture of all the "B" grades of their 1-size watches.

THE starting up of the Aurora factory is attracting to that city many of the old hands who have been employed at Canton and elsewhere.

THE Elgin *Courier* says that the fancy dials made in the Elgin factory are models of beauty, and cannot be equalled in America or the world.

THE factory of the Crescent Watch Case Co. is almost ready to receive the machinery, which is to be shipped from the factory of the American Waltham Watch Company, at Waltham, Mass.

It is said that it requires over 13,000 pounds of fine steel to supply the annual consumption of the mainspring department of the Elgin Watch Factory. There are nearly a hundred springs in a pound.

THE new addition to the Hampden Watch Works at Canton, O., is being rapidly pushed toward completion. When finished, this will add greatly to the already magnificent proportions of the Dueber-Hampden plant.

At the American Waltham Watch Factory, a set of watches numbered 5,000,000 to 5,000,010 are now on the road to completion. They are first quality, 16 size, and will be finished

with unusual care. They will be finished about the first of next year.

THE Hon. J. A. Chapleau, Secretary of State for Canada, lately strolled into the Gorham's Maiden Lane store to make a small purchase. He was so captivated with the class of goods shown him that on leaving he found his small bill had increased into hundreds.

THE abnormal corpulency of F. H. Shaw, a passenger on the *Augusta Victoria*, from Bremen, last Saturday, excited the suspicion of one of the customs inspectors. An investigation revealed a quantity of dutiable goods, among which were a gold watch, a pair of bracelets and several other articles of jewelry.

WM. BERGAN, *alias* William Wanzer, a noted New York diamond thief, was captured in Rochester, N. Y., on Oct. 10th, after two weeks' work on the part of the police authorities. He was released from Sing Sing prison last June, after serving a sentence of five years for robbing a jewelry store in New York.

THE Brandus Silver Works have been granted a patent for depositing silver on ivory, wood and other substances, and working out the designs by a new process. The objects to which the process may be applied are many, but it is especially designed for cane and umbrella mounts, in which they obtain excellent results.

EDW. P. BAIRD & CO., of Plattsburgh, N. Y., offer a prize of \$25 for the best design of a visible pendulum mantel clock case suitable for their wood-fibre material. Jewelers who know what styles of clocks are most salable should be able to suggest such designs, and are invited to do so.

H. J. CAIN will be superintendent of the rejuvenated Aurora Watch Factory, and Chas. D. Rood, president of the Company, with the four other purchasers will constitute the board of directors.

There is an abundance of capital behind the concern, and with such an able superintendent the success of the company is assured.

THE Perpetual Watch Movement Company filed corporate articles on September 15. Place of business, Des Moines. Capital stock, \$1,000,000. The board of directors are: G. W. Marquardt, H. E. Teachout, L. A. Wilkinson, W. S. Roberts, S. R. Dawson, W. W. Fink, A. T. Hull, G. L. Eason, R. M. DeWitt and Isaac Brandt.

THE consolidation of the celluloid manufacturing companies with the Zylonite and Litholoid interests has been finally agreed upon. Shareholders of the Celluloid company will receive five and a quarter shares in the new company for one



THE LATE HORACE C. WILCOX

## NEW GOODS JUST ARRIVED.

Latest

Novelties in

American Jewelry  
and Solid Gold Rings

Beautiful Designs and large Variety.

Ingraham Walnut Clocks

NICKEL ALARMS. CLOSE PRICES.

Waltham and Standard  
Watch Movements.

Canadian Gold-Filled  
Silver Cases,

Watch  
Materials

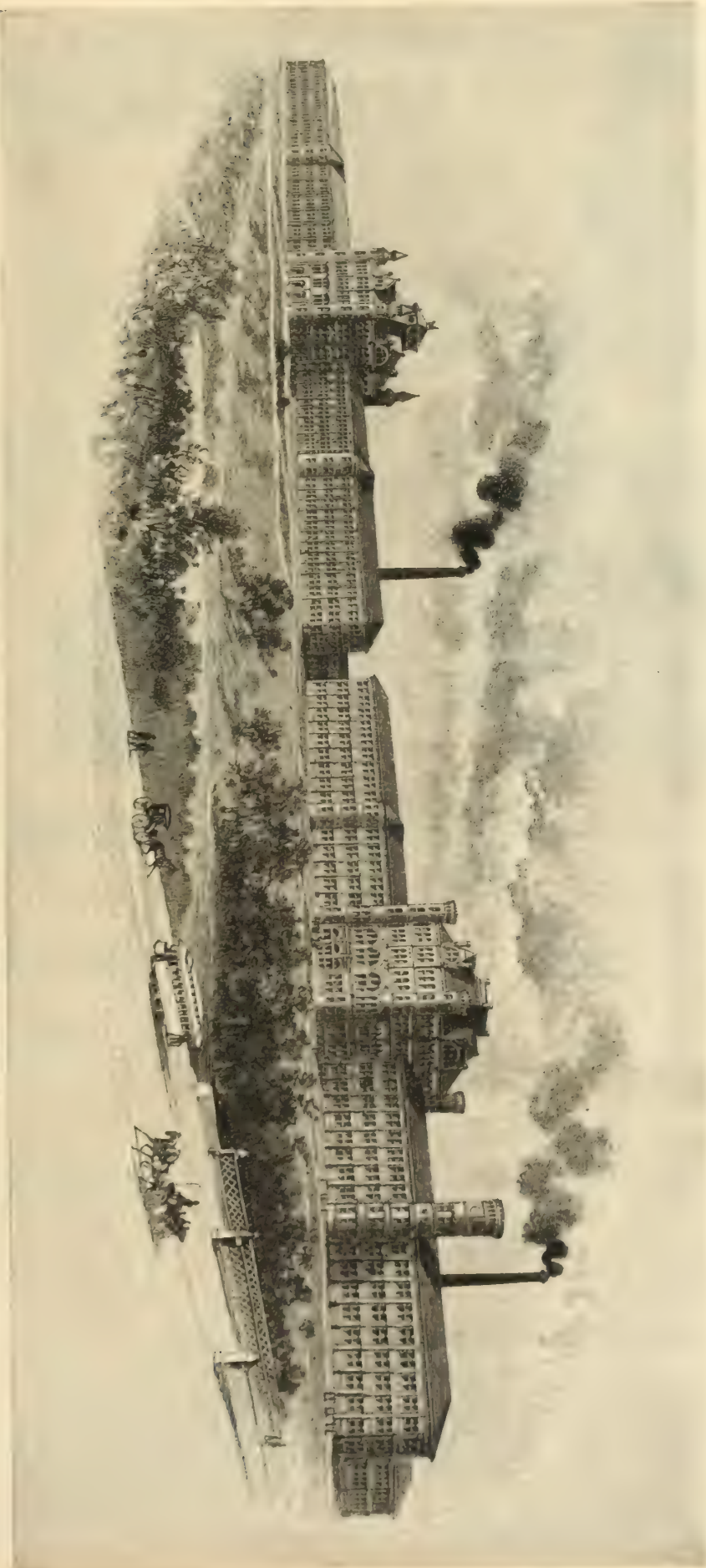
etc.



**A.C. ANDERSON & Co**  
WHOLESALE JEWELLERS

16 WELLINGTON ST. EAST TORONTO.





THE DUEBER WATCH WORKS, CANTON, OHIO.

TOTAL FRONTAGE, 1,400 FEET.

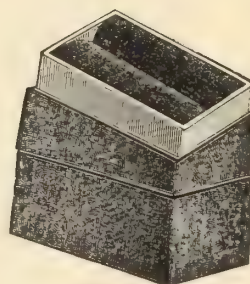
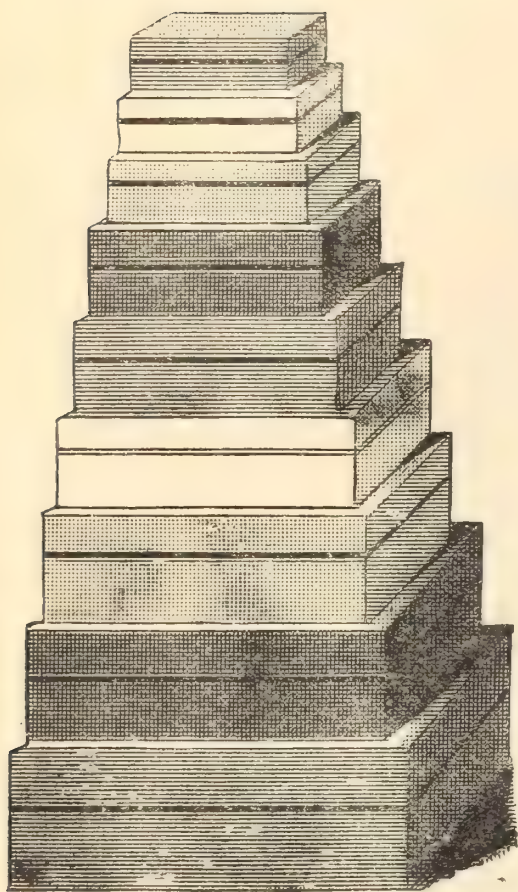


# JEWELERS'

## PAPER

## BOXES,

## TAGS, &c.



We claim to have revolutionized the prices in these goods during the last two years and are happy to say that we have been rewarded. Where we used to sell single grosses a few years ago, we now sell hundreds of grosses of Nests, Ring Boxes, Thimble Boxes, Tags, Bags, &c.

We do all our own printing and can therefore ensure first-class work with no loss of time.

See our Travellers or write for prices.

# THE HEMMING BROS. CO. Ltd.

76 YORK STREET,

=

=

TORONTO.



share of their present holdings. The new company will be called the Celluloid Company, with a capital of \$6,000,000, divided into 60,000 shares.

On September 17 a fire originated in the wood-fibre department of the clock factory of Edw. P. Baird & Co., Plattsburgh, N.Y. After two hours' hard fighting, the flames were extinguished. The loss of the firm is about \$3,000, and is fully covered by insurance. The principal damage was to the wood-working machinery and belting. The hydraulic machinery in the wood-working department escaped injury, and operations were resumed in that branch of the business in a few days after the occurrence.

## EDITORIAL NOTES.

### SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the jewelry business that they think would be of interest to the Trade generally.

A. J. GRIGG, of Ridgetown, Ont., has effected a settlement with his creditors at forty cents on the dollar of his indebtedness.

MR. GEO. B. KENICK, Canadian traveler for Reed & Barton, of Taunton, Mass., was in the city last month and gave THE TRADER a call.

MR. A. R. HARMON, the manager of the Canadian Agency of the American Waltham Watch Co., was in the city last month in the interests of his Company.

MR. GEORGE CHILLAS has just returned home from a very successful business trip. He expresses himself as being thoroughly satisfied with his trade this year.

ASSIGNED.—Arch. McCallum, watchmaker, of Quebec, has assigned to H. A. Bedard for the benefit of his creditors. The assets are placed at \$1,800, and liabilities \$3,000.

READ IT.—The communication on "Shop Windows" in this issue is timely and well worth a careful perusal by every jeweler who wants to keep abreast of the times.

MR. FRANK S. TAGGART, manager of The Charles Stark Co., (Limited), last month paid a ten days' visit to Montreal and New York on the business of his Company.

THE CHARLES STARK CO., (Limited), are said to be negotiating for the purchase of a plating works on Adelaide street west, with the intention of doing their own electro-plating in future.

THE DISCOVERY of natural gas at Stonebridge on the Welland canal has had the effect of inducing a silver plate works to remove to that village, and a boom is expected to follow.

ROBBERY.—Last month while Mrs. N. Speller, who carries on a retail jewelry business at 774 Yonge Street, in this city, was absent from the store, some thief stole \$28 from the till.

SEIZURE.—A despatch from Halifax last month states that a large quantity of American watch movements were recently seized by the Customs authorities at that port for under-valuation.

MR. EDMUND SCHEUER, of Toronto, was again compelled to visit the American markets last month in order to replenish his stock which had become low on account of the excellence of this fall's trade.

CHASED RINGS.—Messrs. G. H. Lee & Co., manufacturing jewelers of Hamilton, Ont., advertise some very desirable chased rings elsewhere in this issue, which our readers will do well to make a note of.

MR. W. F. CARRIER, of Toronto, has been employed by the trustees of the estate of the late Aaron Buckler, of Bowmanville, to take an inventory of the stock and dispose of the goods to the best advantage.

S. FRENKEL, wholesale jeweler of this city, reports having made

some large and very desirable purchases of jewelry while in New York. No job lot, however large, ever scares Mr. Frenkel, if he can see any money in it.

SOLD OUT.—Mr. W. Watson, jeweler of Stayner, Ont., has disposed of his business to Mr. Arthur E. Swallow, of that place. Mr. Swallow bears a first-class reputation and should make a success of his new venture.

MR. MCKINLEY, the author of the tariff bill which bears his name, is not only the most widely known, but the most abused man in the world. He is as well known as McGinty, and fully as unpopular outside the U.S.

WE HAD A VISIT last month from Mr. A. Henderson, retail jeweler of Arnprior, Ont., who was west on his wedding trip. THE TRADER was pleased to make Mr. Henderson's acquaintance, and congratulates him on the new partnership into which he has entered.

THE SILVER TROWEL to be used by to the Hon. Charles Tupper, Minister of Marine and Fisheries, at the opening of the Chignecto Ship Railway Dock, the first of its kind in the world, was manufactured by T. H. Griffin, jeweler, of Amherst, N.B.

MR. H. K. DANFORD, representative of Bolt & Co., rolled plate chain manufacturers of Montreal, was in the city last month and reported a fairly successful trip. He is well satisfied with the way their trade is growing in Ontario and out west.

A. C. ANDERSON last month had a visit from an old, though not very welcome friend, Mr. Si Atica. It took nearly a couple of weeks of A. C.'s valuable time, assisted by one of the best medical practitioners in the city to get him rid of this unwelcome visitor.

MR. JACOB BUNN, JR., Vice-President of the Illinois Springfield Watch Co., spent a couple of days in the city last month. He reports trade as exceedingly brisk with his Company, they being unable, in spite of all their endeavors, to keep pace with their orders.

CLOCKS AT AUCTION.—I. Benjamin, retail jeweler of 230 Queen Street West, sold off his entire stock of clocks by auction last month, his intention being to remodel his store and discontinue the clock department of his business.

A BIG FIRE.—At the big fire which occurred at Elmvale, Ont., on the 10th of last month, Mr. Jas. B. Robinson's retail jewelry store went up in smoke along with the rest. Fortunately for Mr. Robinson his stock was saved, although considerably damaged by water.

M. R. COUNTER, whose name had almost become a household word in Seaforth, Ont., in connection with the jewelry trade, has removed to Nanaimo, British Columbia. THE TRADER wishes him success wherever he may pitch his tent.

THE HEMMING BROS. Co. report the largest season's trade so far in the history of their business. This is not at all surprising, considering the lowness of their prices and the variety and excellence of the goods they manufacture. Their novelties for jewelers this fall are well worth seeing.

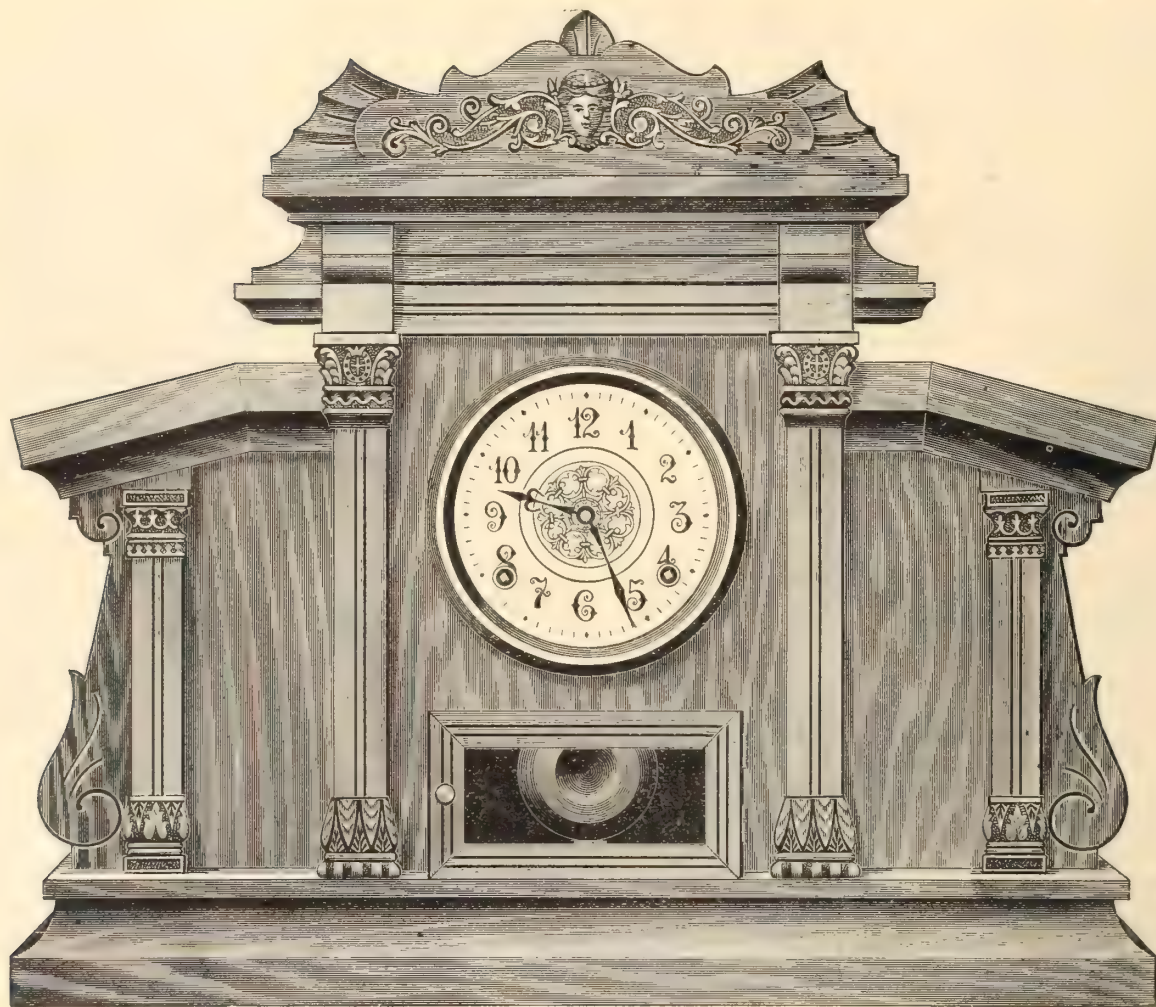
WE REGRET TO LEARN that Mr. Mitchell, wholesale jeweler of Kingston, Ont., has lost his reason, and has been placed by his friends in the Rockwood Asylum for treatment. At latest reports he was showing signs of improvement, and it is hoped that a complete recovery may be effected.

C. L. SANDERS, retail jeweler of Barrie, Ont., has assigned to Robt. Meeking for the benefit of his creditors. The assets are said to amount to \$1,500 with liabilities of \$2,300. From present appearances it seems as though the creditors will not realize more than ten cents on the dollar of their claims.

ELEGANT PRIZE CUPS.—The two elegant prize cups exhibited last week in Ryrie Bros.' window, are intended for competition amongst the Rugby union football players of Canada. One was manufactured by J. E. Ellis & Co., of this city, and the other by Reed & Barton, of Taunton, Conn.

VALUABLE BILLS.—The American Watch Case Co., of Toronto, last month received two gold bricks from the U.S. Mint, whose united weight amounted to nearly fifty pounds, with an aggregate value





ETRURIA.

WE ARE NOW SHOWING SIX STYLES IN SILVER DIAL  
ANTIQUE OAK MANTEL CLOCKS.

**NEW**

ETRURIA  
UMBRIA  
SERVIA

**HAVEN**

GALLIA  
AURANIA  
RUSSIA

**CLOCKS**

ALSO A FULL LINE IN WALNUT AND NICKEL GOODS.

**E. & A. GUNTHER, TORONTO**

COMPLETE LINES IN

**WATCHMAKERS' TOOLS AND MATERIALS.**

Ask to see our New Indestructible Pendulum Wire with Tempered Spring.



\$11,000. These are said to be the largest gold bricks ever sent to Canada from the U.S. Mint.

**FAILED.**—J. M. Proctor, jeweler, Queen Street West, Toronto, failed last month. A meeting of his creditors was convened, when he offered to compromise at 25 cents on the dollar. The offer was rejected and the meeting intimated that an offer of 33 cents on the dollar might be favorably considered. The assets are \$1,500 unit, liabilities \$1,800.

**DEAD.**—Mr. John Burr, retail jeweler of Manitou, N.W.T., but formerly of Harriston, Ont., died at the former place last month. Mr. Burr was well known to every wholesale jeweler in Canada, and although not as successful in business as his friends would like to have seen him, was highly thought of by all who knew, or had business dealings with him.

**MR. PILGRIM,** a salesman in the employ of Messrs. Bolt & Co., of Montreal, was robbed in that city last month while going home at night. The footpads not only secured his watch, chain and money, but kicked him severely into the bargain. Although several people were near enough to have interfered, none of them had humanity or sand enough in them to come to his help.

**NEW MOVEMENT.**—The Waltham Watch Co. have advised the trade that they are putting on the market a new 18 size non-magnetic adjusted jewelled movement, to be listed at a price midway between their regular not non-magnetic P. S. Bartlett gilded and the A. T. & Co. gilded. It will be known to the trade as No. 40, and will be made both O. F. & Htg.

**TRADE WORK AT THE SCHOOL.**—Mr. Playtner is working hard at the Horological Institute, and is rapidly getting it into shape. Last week he received a shipment of very fine tools from Germany, the first of their kind ever imported into Canada. One of the gauges will measure to the two-thousandth part of an inch. The Institute is now open to receive trade watch work, and guarantees to turn it out in a first-class manner, and at reasonable prices. Give them a trial.

**PROGRESS.**—*The Manufacturing Jeweler*, of Providence, R.I., U.S., has changed from a bi-monthly to a weekly, and reduced its size so as to bring it almost into book form. As usual it is fully abreast of the times, and has changed its character in order to meet the altered conditions, being now more of a weekly newspaper to chronicle the doings of the jewelry trade, than a technical journal as it formerly was. In whatever shape it comes, it is always welcome to a place on our table.

**A NEWSPAPER DIRECTORY FOR CANADA.**—Messrs. A. McKim & Co., Advertising Agents of Montreal, are preparing what will be the first comprehensive newspaper directory of this country. Canada is now quite large enough, and its journalistic interests of sufficient importance, to require its own annual Newspaper Directory, and there are several new features of the proposed work which will make it a valuable handbook for all seeking information concerning the Canadian press.

**NEW ELGIN MOVEMENT.**—We direct the attention of our readers to the new advertisement of the Elgin National Watch Co. in this issue. This company have recently placed upon the market a seven jewelled O size movement, which completes the line in this size. Heretofore these small size movements could only be had in the higher grades, but now that they can be had as low as the 6 size, they should meet with a readier sale amongst those who desire a small and inexpensive watch.

**FOUND DEAD.**—Mr. R. G. Doherty was found dead in his bed on the 8th of last month, heart disease being what carried him off. Mr. Doherty was not more than 33 years of age, and was formerly in business as a jeweler on Queen Street West, but latterly had been employed as an advertising agent. He was not unknown to local musical circles, and was at one time leader of the St. Mark's Church choir at Parkdale, while quite recently he had become associated with the Governor-General's Bodyguard's band. He was buried by his comrades with military honors.

**THE DUEBER-HAMPDEN FACTORY.**—Elsewhere in this issue we are enabled, by the courtesy of Mr. William Allau Young, of London, Ont., the Canadian representative of the Company, to present to our readers a first class illustration of the Dueber-Hampden Watch Case

and Movement Factory, which its enterprising proprietors claim is the "largest in creation." To any of the Canadian jewelry trade who may happen to visit Canton, Ohio, Mr. Dueber extends a cordial invitation to make a personal inspection of the works, and see just now it is, for themselves.

**SOMETHING NEW.**—Messrs. E. & A. Gunther, wholesale clock importers of this City, are introducing a new and improved clock pendulum which is a great improvement over the old style, and is warranted not to kink. The trade have only to see these pendulums in order to recognize their merits, and they should meet with a large and ready sale. This firm is also shewing a fine line of Antique Oak clocks with silvered dials, which are both novel and attractive. Their stock is replete with the latest novelties in clocks, and they invite the trade to call and examine their goods.

**CONFISCATED.**—Our readers will remember that last spring an American named Williams was arrested in Toronto while trying to dispose of a lot of watches to a pawn-broker at prices far below their regular value. It subsequently transpired that Williams had, as he claimed, purchased them from a wholesale house in St. Louis, but that he had defrauded the customs department by smuggling them into Canada. The customs authorities held them, pending an investigation by the Ottawa authorities, and they last week decided that the goods should be forfeited to the crown.

**A HANDSOME MODEL.**—The Canadian Pacific Railway had on exhibition in a King Street window last month a handsome model of their new steamship, *The Empress of India*. The model is perfect in every detail, and the best thing of its kind that we have ever seen. The Pacific fleet will also include *Empress of Japan* and *Empress of China*, now in course of construction, and will ply between Vancouver, B.C., and Yokohama and Hong Kong in connection with the C.P.R. No expense is being spared to make these vessels combine safety, speed and elegance, and trade between Canada and the Orient with this new service will receive a great impetus.

**THE ASSIGNMENT OF W. T. Merrick,** of St. Catharines, Ont., which was noticed in our issue of last month, is likely to prove a bad one so far as the unsecured creditors are concerned. The assets, composed principally of stock and fixtures, amount to about \$4,800, and the aggregate liabilities to some \$5,000, of which \$2,300 are secured to a Hamilton creditor by chattel mortgage. Outside of the secured claims, the principal creditor is John Segsworth & Co., of this city, who ranks for about \$2,300. It is thought by competent judges in the trade that after satisfying the mortgage the estate will pay little or nothing to the unsecured creditors.

**TEXT BOOKS.**—We direct the attention of jewelers, or apprentices who desire to perfect themselves in the trade, to the text books for watchmakers, kept in stock by Albert Kleiser, of this city. In his stock will be found Saunier's "Watchmaking Handbook," price \$3.00; Saunier's "Treatise on Modern Horology," price \$12.00; Geo. E. Gee's "Goldsmiths' Handbook," for alloying and working gold, price \$1.50; and Britten's "Watch and Clock Handbook," price \$2.00. These are all standard works, having a world-wide reputation, and the trade will be glad to know that they can now be had without the trouble of sending to Europe for them.

**A LIVE JOURNAL.**—*The Canadian Manufacturer* has always been a wide awake journal, but of late it is surpassing itself in the demolition of the free trade and commercial union theories as applied to Canada. We venture to say that if every Canadian farmer could have a chance to peruse the *Canadian Manufacturer* as they do *The Globe* and other organs of annexation and despair, we would have to use a microscope in order to find a free trader or commercial unionist amongst them before a twelve month had gone past. The *Manufacturer* rightly believes that the best way to kill error is to let in the daylight of truth. Long may it flourish.

**ITS FIRST EFFECT.**—The first effect of the McKinley Bill was to cause every importer in the United States, who could possibly get through a stock of the goods affected by the rise of duty, to do so. Saturday the 4th October, being the last day for receiving entries under the old tariff, the New York custom house was crowded all day long with



# WINNIPEG

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## WATCHES AND DIAMONDS.

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SOLID Gold and Roll Plate Jewelry. Rogers Silver Plate Flat and Hollow-ware. Canadian Agents for the Ansonia, Waterbury and Ingraham Clocks, Tools and Materials. We keep in stock and sell to **SUIT OURSELVES AND CUSTOMERS ALL THE LEADING LINES OF AMERICAN MOVEMENTS AND CASES**, and we recognize no **WOULD-BE** combination. The only independent Wholesale House carrying the above stock in Canada.

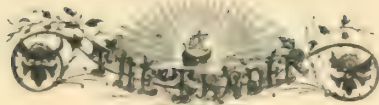
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**W. F. DOLL, 433 and 435 MAIN ST.**

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# WINNIPEG





# BOLT & CO.

MANUFACTURERS

of FINE

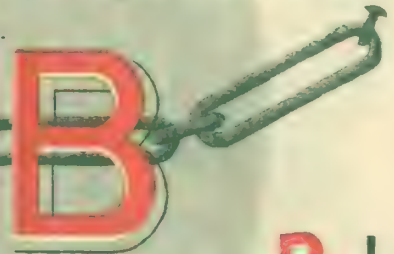
WHITE'S LANE

off Vitre Street,

Montreal

ROLLED PLATE

CHAINS



BOLT & CO.  
MANUFACTURERS

P. O. Box 189.

Montreal, Nov. 1 1890

Dear Sir,

Nothing in the market to equal them. If you have not already had our B. Chains in 10 and 14 Karat, it is high time you gave them a trial: you can guarantee quality and save money. Remember, there is no duty on this article: it is manufactured in Montreal. All the leading wholesale houses carry our goods.

Yours truly,

*Bolt & Co.*

We claim for our **B** chains

PERFECTION,

and will fully guarantee the Quality of every chain made by us.

ENQUIRIES FOR SAMPLES AND PRICES ARE INVITED AND WILL BE PROMPTLY ATTENDED TO BY

**BOLT & CO.**  
White's Lane  
P.O. Box 189  
MONTREAL.

WE HAVE REGISTERED AT OTTAWA THE  
LETTER **B** FOR ROLLED PLATE CHAINS  
OF ALL GRADES MADE BY US, AS WELL AS THE TAGS







a host of importers who were bound to get their entries through, hit or miss. As a consequence the officials were compelled to keep the office open till 12 o'clock at night. The customs receipts at the port of New York for the week were the largest in its history, and totalled up to over \$6,043,000, an average of over \$1,000,000 per day.

**DR. JOHN S. OWENS**, of Detroit, Mich., U.S., whose clever notes in our Optical Department have attracted a great deal of attention from the trade generally, paid us a flying visit last week on his way home from a trip to Bowmanville. Dr. Owen is a Canadian by birth, and a brother of Mr. J. T. Owen, banker of Ailsa Craig, Ont. He makes a specialty of the diseases of the eye and ear, and has a large and growing practice. The course of study in his Optical Institute is thorough and practical, and our readers who really want to master the optical business, should not hesitate to avail themselves of his knowledge and facilities.

**ELECTRIC LIGHT AND POWER.**—The workshop of Edward Beeton, Leader Lane, is the first place in Toronto to be lit up with electric light obtained from a new system of storage batteries situated on the premises. The light furnished by this system is of excellent quality, and Mr. Beeton considers it far superior to gas for workshop purposes. In addition to lighting his premises the Company have also furnished an electric motor with which Mr. Beeton runs his lathes and other light machinery used in his work. The system is well worth the inspection of the trade, and Mr. Beeton will be glad to answer any inquiries visitors may make regarding it.

**MR. J. FERGUSON**, one of the partners of the firm of Page, Smalley & Ferguson, of St. John, N.B., was in the city last month, and of course dropped in to have a chat with THE TRADER. Under the guidance of Mr. M. C. Ellis, Mr. Ferguson paid a visit to many of Toronto's most important manufacturing industries, and expressed himself as being both surprised and delighted with what he saw during these inspections. Although this is Mr. Ferguson's first visit to Toronto, we trust that it will not be his last, for he won golden opinions from all with whom he came in contact here, and if all our compatriots down by the sea are like him, the more of them that come up to see us the better we will like it.

**INTERESTING.**—The Waltham Watch Company have just sent out to the Canadian jewelry trade through their Montreal office a new and beautifully illustrated catalogue, entitled *Products of the American Waltham Watch Co.* Every movement manufactured by this Company is illustrated by a full size engraving; these occupy fourteen pages. Chronographs take up three pages, dials two pages and the balance of the work is taken up with illustrations of cases. No prices are given in this catalogue, but every movement is distinctly numbered and described, so there can be no trouble in ordering by the retail jeweler. If you have not yet received a copy, drop a line to Manager Harmon, of the Company's Montreal office, and you will have the omission remedied without delay.

**TO HELP OUR JAPANESE TRADE.**—Last month the Hon. J. G. Haggart, Postmaster-General of Canada, received from the Postmaster-General of Japan, the convention, properly executed, which has been agreed upon between the two countries for the interchange of parcels by means of a parcel post. In view of our rapidly increasing trade with Japan, the establishment of this service cannot but be advantageous to the two countries. The new arrangement will take effect immediately. The parcels will be sent via Vancouver, the limit of weight being five pounds, and the rate chargeable 25 cents per pound. Parcels so sent will be subject to the same general regulations as parcels for the United Kingdom. If the Postmaster-General would now turn his attention to improving our postal facilities with Australia, he would be doing a grand good thing for Canada. This should be his next move.

**SAFES DOWN EAST.**—In speaking of the safe exhibit of Messrs J. & J. Taylor, of Toronto, at the St. John, N.B., Exhibition, a contemporary in that city has the following to say regarding it: "The exhibit of this firm's safes at the St. John Exhibition has given the

greatest satisfaction, every day has brought an appreciative audience before this exhibit, and Mr. Robbins, the genial manager, has been untiring in his attention to satisfy the eager crowds that waited an explanation of the workings of all these ingenious contrivances, and when the sagacious eye of that gentleman discerned a merchant, banker or manufacturer coming up they were made at home until the thorough workings and its mechanism were fully explained. The entire exhibit has been sold here, and Mr. Robbins will remain in the Lower Provinces for about two months, and will no doubt book a large number of orders."

**A NEW DEPARTURE.**—Following the lead of Tiffany & Co., and other high toned jewelry firms of the United States, Ryrie Bros., of this city, have introduced a new feature into their business in the shape of fashionable stationery. So far the venture has proved a big success, and the firm express themselves as thoroughly pleased with the result of the experiment. We have often pointed out to our readers that there is not only no reason why jewelers should not add such goods as fancy stationery, bronzes, art pottery and such fancy articles as are in keeping with the business, but there is everything in its favor if they can only afford to carry these lines. They not only tone up a store but if properly selected should bear as good, if not a much better, profit than jewelry. Now-a-days, when the ready clothing man, the general store man, the tea and coffee man, and goodness knows who else, are dabbling in the goods handled by jewelers, it is important that the craft should introduce new lines so as to keep up the volume of business.

**PATENT RING GAUGE.**—Mr. W. F. Doll, wholesale jeweler, of Winnipeg, has just secured on behalf of himself and E. Wareham, a patent in the United States and Canada on a ring gauge of new and novel construction. The device consists of a thimble-like case, having inside a graduated spring tape-like measure, scaled and notched, secured at one end; the other end of which passes through a small slot in the case. When the case is slipped on the finger the size of the ring wanted is found by pulling the spring measure out until the ring formed by it inside is reduced to the correct size. The device is self-registering, and should have a large sale amongst the jewelry trade of Canada and the United States. The same gentlemen have also taken out a patent for a twine box, for which they have already refused \$10,000, and which they think will supersede all others now in use. This device automatically takes up the string after using, and the inventors say it is as simple as rolling off a log, and altogether different from anything that has yet been placed on the market. They are having 1000 samples made up for gratuitous distribution amongst the trade.

**WANTS A DUTY ON NICKEL ORE.**—Our esteemed and level-headed contemporary, *The Canadian Manufacturer*, is anxious to have the Dominion Government put an export duty on nickel ore, and we think from a protectionist standpoint its contention is about right. Canada undoubtedly has the largest and almost the only nickel mines in the world, and other nations desiring our nickel should not be allowed to take it out of the country free in such a shape that the whole profit of smelting and manufacture should go to foreign workmen instead of our own. Mines of any kind are but of little value to a country unless the profits made by them are kept in the country in which they are situated. The American Government have, it is said, contracted for \$1,000,000 worth of our nickel ore for the purpose of building war ships, but in order to give employment to their own people have by the McKinley Bill put nickel ore on the *free list*, while manufactured nickel has to pay a duty of 15 cents per pound. In self defence Canada should place a similar duty on every pound of nickel sent out of the country in the raw state, for by no other means that we know of can we hope to retain the work of reducing and smelting it which legitimately belongs to us. By this means the United States manufacturers would find it to their advantage to operate reduction works on this side of the line, and Canada would get her rightful share of the profits which should accrue to her from the possession of these valuable deposits of this now invaluable metal.

**SATAN REPROVING SIN.**—*The Guide* with this issue must respectfully decline to enter into any further discussion or controversy with



# SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

## Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

**OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.**

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

All our Flat-Ware bears this Trade Mark

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.



Every Piece is Stamped Thus.

TRADE MARK FOR



HOLLOW WARE.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

**EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.**

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

**FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.**



**THE TRADER.** When a newspaper quarrel becomes abusive it is time to stop it. *The Guide* has stated its position and that of *THE TRADER*. It has nothing to apologize for and is willing to rest its case with its readers. It may be necessary in future to take up certain matters and consider them from a standpoint different to that of Mr. McNaught, but should such a necessity arise the readers of *The Guide* may rest assured that they will never find in its columns any ungentlemanly expression either to a rival or any one else. It is a matter of regret that the editor of *THE TRADER* should have gone the length he has, and on second thought we believe no one will regret it more than he does himself." The above specimen of editorial claptrap in the last issue of the *Jewelers' Guide*, is its reply to our demand for proof in support of its lying charges made against the Editor of *THE TRADER*, the American Watch Case Co., and certain mythical wholesale jewelers, whom it dare not name for reasons too obvious to mention. To these and all other charges of a similar nature published in the *Guide* we have given the lie direct, and challenged it either to back them up with satisfactory proof or stand convicted before the trade as a mendacious literary rib-stabber of the meanest type. Instead of attempting to prove its charges, however, the *Guide* adopts a new role and hypocritically attempts to shift the responsibility of the quarrel to the shoulders of *THE TRADER* by reading us a homily upon the sin of using ungentlemanly language. Its action in so doing reminds us of the story told of a gentleman by the name of Smith, who one night caught an old negro in the very act of robbing his hen roost, and advancing with shot gun in hand he called out to him, "put down that chicken, you confounded thief, or I'll fill your old black skin full of buckshot," but was almost paralyzed when the thief coolly turned around and said, "Ain't you shamed youself. Massa Smiff, to talk sich ungemmanly langwidge to a poo old niggah dat nevah did nuffin to you in his life." We have yet to learn that it is more ungentlemanly to call an untruth a lie than to actually tell the lie itself, and in spite of the *Guide's* simulated sorrow that we should so far forget ourselves as to call a spade a spade, we cannot see that we have anything to regret in the matter. The *Guide* started the quarrel in the most cold-blooded and cowardly manner, and so far as we are concerned it is welcome to keep it up just as long as the Ananias section of its brain is capable of performing its ordinary function, but it must understand distinctly that we propose to keep right on in our wicked and ungentlemanly course every time it falls into its old habit of publishing slanderous untruths about us. It must no doubt seem strange to the *Guide* that the Editor of *THE TRADER* sets any value on his good name, but it is nevertheless the case, and he has just the same right to defend it from untruthful and cowardly attacks, as the honest citizen has to defend his purse from the footpad, who with pistol at his head demands his money or his life. Just a word of friendly advice to the *Guide* and we have done. So far as *THE TRADER* is concerned it has always treated its contemporaries in a fair and gentlemanly manner just as long as they proved themselves worthy of such consideration. If the *Guide* has, as it claims, been treated otherwise, it is simply that because of its persistent and deliberate lying it has placed itself outside the pale of respectable journalism, and had to be dealt with in the only way that such concerns can be made to understand. *THE TRADER* treated it with leniency until forbearance ceased to be a virtue, and we must freely confess that our Christianity is not robust enough to enable us to turn our cheek beyond the second time to the unprovoked smiter. If the *Guide* shows itself worthy of gentlemanly treatment, it will have no reason whatever to complain of *THE TRADER*, but it must bear in mind that actions speak louder than hypocritical cant, and that with Rodrick Dhu we hold that

"Though the heart of game

The privilege of chase may claim,

Though space and law the stag we lend,

Ere bound we slay or bow we bend,

Whoever reck'd how, where, or when

The prowling wolf was trapped or slain."

**ENGRAVING CEMENT.**—Roam, one part; brick dust, one part; mix with heat.

## OUR HELP COLUMN.

*THE TRADER* aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is to be made for advertising in this Column, but the subject-matter should not exceed five type lines, or about 60 words.

**A RARE CHANCE** for a young man wishing to start business in a good live village, with a population of about 2,000. The owner will sell all or part of stock to suit purchaser. Good reasons for selling. Address, RETAILER, care of Edmund Scheuer, 11 Wellington St. West, Toronto.

**A POSITION** as salesman wanted, in retail jeweler's store, by competent man with first-class Montreal references. Can also keep books in single entry, and would be willing to make himself generally useful; also with some experience of the wholesale jewelry business acquired in England. Address, A. W. M., Box 189, Montreal.

**FOR SALE**—Moseley Lathe, nearly new. Also lot of watchmakers' tools. Address, LATHE, 4 King St. West, Toronto.

**SITUATION** wanted by young man of good habits. Seven years' experience at bench, can do mostly all kind of watch, clock and jewelry repairing; has most of his tools. Sober and reliable. Best of references. Address Box 27, Berlin, Ont.

**SITUATION WANTED.**—By young man 21 years of age, to work under instructions in good shop. Good salesman and book-keeper. Address, Lock Box 303, Creemore, Ont.

**SITUATION WANTED.**—By young man who has had three and a half years' experience at the bench. Good references. Address, REPAIRER, 137 Wellington St., London, Ont.

**SITUATION WANTED.**—By a linguist, for general correspondence in a good concern; experience and best of references. Address, BOLDAR, care of *Volksfreund* office, Cincinnati, Ohio, U S.

**SITUATION WANTED.**—By a Practical Watchmaker, as traveller for a Wholesale Jewelry or Silverware House. Address, SALESMAN, care TRADER PUB. Co., Toronto, Ont

**SAFES.**—Second hand, good as new, very cheap. Fire proof, 42 in. high, 33½ wide, 27 deep, price \$70. Burglar and fire-proof, 47 x 34½ x 30, price \$225. Burglar and fire proof, 61 x 50 x 35½, price \$500. 10%, Dr cash. All with the latest improvements. A. C. ANDERSON & Co., Toronto

**WANTED**, first-class watchmaker, one accustomed to high grade watches and competent to undertake repairs of fine chronographs and repeaters. Apply VERTIAS, TRADER Office

**WATCHMAKER** wanted at once, to go to Calgary. Man, who is thoroughly acquainted with work in retail jewelry store. Apply at once with references to L. H. DOLL, Calgary, Alb

**WANTED.**—Situation by young man as improver to the watchmaking. Has had three years' experience on watches, clocks and jewelry; also on type-writing machines. Good references. Address, P. O. Box 1002, St. Catharines, Ont.

**WANTED**—A small polishing lathe for ordinary jobbing work, must be cheap. Address C. R. F., care TRADER PUB. Co., Toronto, Ont.

**WANTED.**—Young man, as improver, must have set of tools, and must be able to do engraving. Send photo. Steady job to good man. DAVIDSON BROS., Vancouver, B. C.

**WANTED** at once by a watchmaker of thirty years' experience, a good situation with steady employment and fair wages. Good work guaranteed. Can furnish best of references. Apply to W. C. Box 103 Cornwall, Ont.

**WANTED.**—By a young man of four years' experience, situation as watchmaker, at moderate salary, where proprietor thoroughly understands the trade. Best of references given. Address, Lock Box 2, Brownsville, Ont.

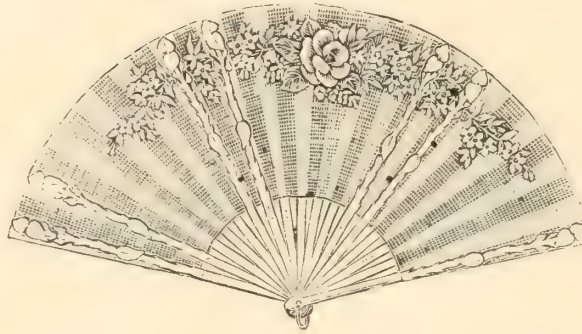
**MIDDLE** aged, thoroughly practical manufacturing and repairing jeweler who is returning to England in the coming spring, wishes to meet with a successor in a good manufacturing or retail store. Also has an old Bath, Lath and Screen Lathe, also a variety of machines on Gold and Silver. Cutting wax, and one on Metallurgy Gold and Silver. Please Address, 1005 York Street, Toronto. Address, METALLURGY, care TRADER PUB. Co., Toronto



*FANS!*

*FANS!*

*FANS!*



THE most suitable line for a jeweler to take hold of outside of jewelry itself is the Fan trade. It is only in the largest cities that the dry goods houses carry anything but cheap goods, the trade thereby being left entirely to dealers in fancy goods, who again, as a rule, are afraid of high-priced goods. Our advice to the jewelry trade is to try an assortment of good ball-room fans. Leave the selection to us and we will choose just as though we were buying for ourselves. We have a large stock on hand.

THE HEMMING BROS. Co. Ltd.,

76 York Street, TORONTO.

## DETROIT OPTICAL INSTITUTE.

### A PRIVATE SCHOOL OF PRACTICE.

Instruction on the Eye.

Visual defects and their correction.

Manipulation of Trial Lenses, Ophthalmoscope, etc., etc.

*Students continue practice until confidence  
and ability assured.*

FOR PARTICULARS ADDRESS

**JOHN S. OWEN, M.D.,**

142 West High St., - DETROIT, MICH.

**T. WHITE & SON,  
MANUFACTURING JEWELERS,**

LAPIDARIES & DIAMOND SETTERS,

**RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.**

Canadian and Foreign Stones, Rubies, Sapphires, etc., Polished and Mounted for the Trade.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

**C. W. COLEMAN,**

**10 KING ST. WEST, (up Stairs,) - - TORONTO.**

**WATCHMAKER TO THE TRADE.**

*Importer and Dealer in GRANDFATHER CLOCKS,*

*QUARTER TING-TANG AND CHIMES.*

ESTIMATES FURNISHED FOR TOWER CLOCKS.

**W. COATES & BRO,**

JOBBERS IN

**JEWELRY AND WATCHES,**

BROCKVILLE, ONT.



## WISE AND OTHERWISE.

**PERSHLAGE IN THE VOID.**—"I'm no coward," said the Earth.

"No; but you have two great fears," observed the Sun, hotly.

"And they?"

"The hemispheres."

"You've forgotten the atmosphere," put in the Moon. And the Comet wagged his tail with joy.—*Herald*.

**A DELICATE HINT.**—Customer—My watch which you repaired for me some time ago has stopped.

Jeweler—Ah! my collector informs me that the bill is still running.

**PAT PREFERRED THE NOBLE ANIMAL.**—Mike—"Pat, they soy that one o' them fellers with a big telescope be after discoverin' a new asteroid."

Pat—"Sure, Moike, an' he can kape the baste. I'd rather roide a harse."—*Jewelers' Weekly*

**THE CHILD TOOK IT LITERALLY.**—Ethel York—"Ma, what makes the Philadelphia girls wear mugs?"

Mrs York—"Do they, Ethel?"

Ethel—"Big brother says that the Philadelphia girls have the awfulest mugs on their shoulders he ever saw."—*Jewelers' Weekly*.

**UPRIGHT TO A FAULT.**  
**Manufacturing Jeweler**—"In what branch of the business would you like your son to be employed? Has he any aptitude in designing?"

Uncle Josh—"Nothin' de signin' 'bout the lad. He's straight as a string."—*Jewelers' Weekly*.

**FOLLOWED AN EMINENT EXAMPLE.**—"He was a very thorough man, went right to the bottom of things, as it were. In fact, that habit caused his death."

"How did he die?"

"Drowned."—*Philadelphia Times*.

**A GOOD REASON.**—"Did you know that in the last century the dudes were called macaromes?"

"No; were they? I wonder why."

"Because they were long, slim and hollow, I fancy."—*Herald*.

**THAT ACCOUNT AGAIN.**—"Your account has been standing a long time, Mr. Ducky."

"Then give it a seat, my dear Shears."

"Very glad to, sir, shall we make it a receipt?"—*Clothier and Furnisher*.

**THE DIFFERENCE 'TWEEN ART AND LAW.**—Lecturer (to art class)—"The execution should harmonize with the design. The designer's judgment should always govern."

Student (who has also dabbled in law)—"The best plan for getting your money is to have the execution issued as soon as you discover that there is a design."—*Jewelers' Weekly*.

**A FINE MARKET ON THE LANE.**—Mr. Hawker (from Garden City)—"Mariar, our fortune is made!"

Mrs. Hawker—"What's the matter, Abner?"

Mr. Hawker—"I was goin' through Maiden Lane, daown to York, when one feller asked another how the market was, and he 'laowed that it was over faorty dollars a carrot, an' stiff at that!"—*Jewelers' Weekly*.

**THE RISE AND FALL.**—Briggs—"They say a watch keeps better time when it is kept at a certain distance from the ground. That must be why yours is so irregular."

Griggs—"I don't see the point."

Briggs—"Because it is put up so often."—*Clothier and Furnisher*.

**ACCIDENTS WILL HAPPEN.**—Miss Cushington—"I admit, Arthur, that this is not the first time I have been engaged, but I'm sure your noble, generous heart—"

Little Brother—"Sis, the baby's got your bag of engagement rings."—*Street & Smith's Good News*.

**A CHANCE FOR HIM.**—She (who has promised to ask for no more jewelry this year)—"I wish I were you for a little while."

He—"Why, my dear?"

She—"Because then I would buy my wife a pearl necklace."—*Providence Journal*.

**WORN OUT IN A GOOD CAUSE.**—"You seem to be rather battered," said the signet ring to the solitaire, as they lay side by side in the pawnbroker's showcase."

"I have figured in many engagements," replied the latter, sadly.—*Munsey's Weekly*.

**A WISE FATHER.**—Minister—"You ought to whip your boy for fishing on the Sabbath."

Deacon—"I intend to, sir; but I thought I'd let him clean them first."—*Detroit Free Press*.

**POEM BY A PROBATE CLERK.**—

Lives of rich men oft remind us

We, if with a million blest,

Might, departing, leave behind us

Wills for some one to contest.—*Herald*

**NO BOND REQUIRED.**—Transatlantic Traveler—"Let me introduce my friend Stubbs. He's a diamond in the rough."

Customs Officer (with his mind on business)—"Diamonds in the rough? Duty free."—*Chicago Tribune*.



HE COULDN'T BELIEVE IT.

COUNTRYMAN—"Is that watch I left 'other day done?"

JEWELLER—"Just wait till I speak to the head watchmaker. (To telephone.)—Hello, Mr. Uhrmacher, is Mr. Jay's watch done? (To Mr. Jay.)—He says it isn't ready."

COUNTRYMAN—"Come, now, hand 'er out! You don't think I'm fool enough ter b'lieve yet watchmaker's in that little box, do yer?"—*Jewelers' Weekly*.



SEND TO **H. ELLIS,** 

**WHOLESALE JEWELER,**

**14 WELLINGTON STREET WEST,**

**FOR A SELECTION PACKAGE OF NEW GOODS.**

**A. M. BROCK,**

IMPORTER OF

**WATCHMAKERS'** ———

AND

**JEWELERS'**

———— **MATERIALS.**

**KINGSTON, - - - ONT.**

**JEWELERS WANTED,**

TO SEND THEIR ENGRAVING TO

**J. S. MURRAY & CO.**

GENERAL AND ORNAMENTAL

**ENGRAVERS,**

ROOM 58,

**YONGE STREET ARCADE, - TORONTO.**

**PUPILS TAUGHT ENGRAVING**

FOR TERMS APPLY TO THE ABOVE.

SHERMAN E. TOWNSEND.

H. SEYMOUR STEPHENS.

**TOWNSEND & STEPHENS,**

**Public Accountants,**

**Auditors, Assignees.**

TRADERS BANK CHAMBERS,

CABLE ADDRESS,

YONGE STREET, TORONTO.

"SEYMOUR."

Telephone 1641.

**Trade Work a Specialty.**

**WILLIAM WHITE,**

**MONOGRAMS, CRESTS & EMBOSsing DIES,**

9 James St. North, HAMILTON.

Ornamental Engraving, Plain and Fancy Lettering  
and Rubber Stamps.

Personal attention given and all work returned same day.



# MERIDEN BRITANNIA CO'Y

**FINEST QUALITY**

## ARTISTIC, GOLD & SILVER PLATE.



**TRADE MARK**  
For Hollow Ware

TRADE MARK

1847, ROGERS BROS., A1

OR

1847, ROGERS BROS., XII.

For Genuine Rogers Goods.

NO. 85. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories : Meriden, Conn., U. S., and Hamilton, Ont., Canada.



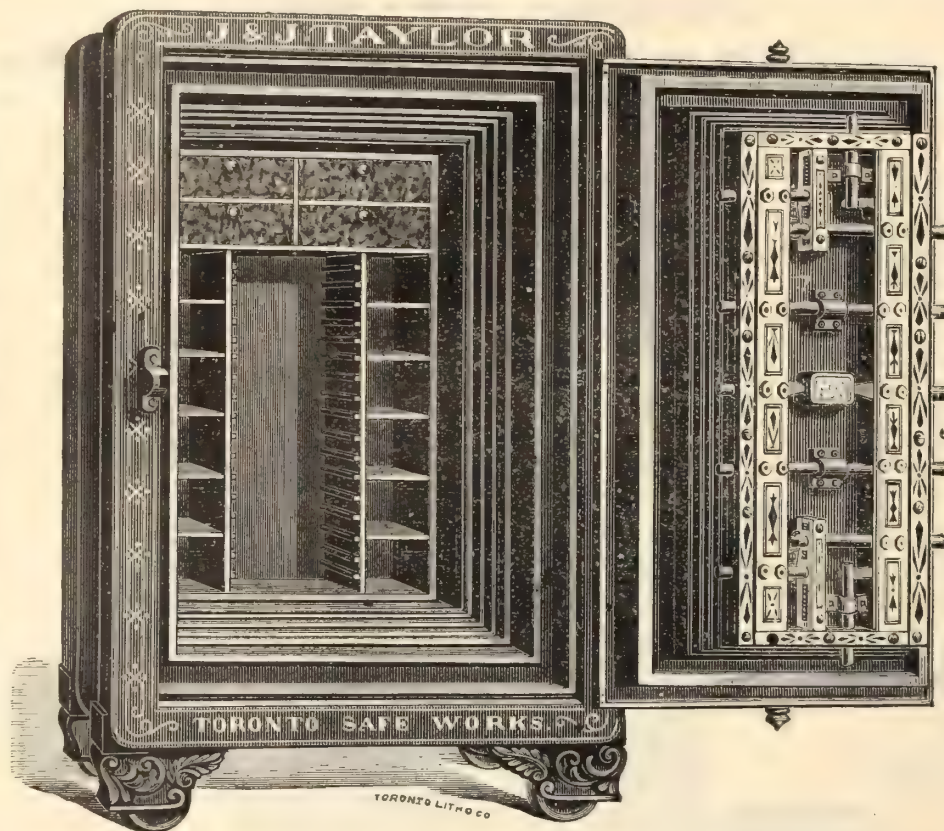


# SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S

NEW STYLE

JEWELERS' SAFE,



DOUBLE TONGUE AND GROOVE  
FIRE-PROOF DOORS.

WITH

## J. & J. TAYLOR, TORONTO SAFE WORKS.

**I**N ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

### FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

**T**HE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

### DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

### TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

**J. & J. TAYLOR,**  
**TORONTO SAFE WORKS,**  
117 and 119 Front St. East, Toronto.



# A TELEPHONE CONVERSATION WITH THE TRADE.

---



*A. W. C. Co.*—Hello, Central!

*Central.*—Yes, who do you want?

*A. W. C. Co.*—Give us the Retail Jewelers of Canada.

*Retail Jewelers.*—Hello, who is it that wants to speak to us.

*A. W. C. Co.*—THE AMERICAN WATCH CASE COMPANY, of 67 Adelaide Street West, Toronto, is speaking, and they just want to inform you that they absolutely refuse to accept any responsibility for any Gold, Silver or Gold Filled Watch Case unless it bears one of their Registered Trade Marks.

*Retail Jewelers.*—That's all right, but just tell us what are your registered trade marks?

*A. W. C. Co.*—Our trade mark on all Gold and Silver Cases is a “**Maltese Cross**,” (☒) and on all Filled Cases a

“**Winged Wheel**,” (☞) and when you are buying Cases always look for these stamps. If they are stamped with one (☞) of them our Company will guarantee the quality and workmanship of the Case, no matter who sells it to you.

*Retail Jewelers.*—That's first-class as far as it goes, but why don't you name your Filled Cases so that we can order exactly what we want from our jobber?

*A. W. C. Co.*—We have done so. In 14 K. Filled we make two different kinds of O. F. Screw Cases, the “**Premier**” and the “**Cashier**,” and one Hunting Case called the “**Cashier**.” In 10 K. Filled we make the “**Fortune**” in Open Face and Hunting. Every one of our Filled Cases has one of these names stamped in it in plain letters right above our trade mark of the Winged Wheel, so that you can't make any mistake about them.

*Retail Jewelers.*—Thanks! We will certainly bear these things in mind when next we buy cases. In the meantime let your Company keep right straight along as you have heretofore done and give us first-class goods that we can swear by. We want to sell honest goods that we can conscientiously recommend.

*A. W. C. Co.*—Thank you, gentlemen, your advice is first-class, and we will always try and deserve your confidence. Good-bye.





## Ansonia Clocks.

It goes without saying that the fancy clocks of the Ansonia Company, for uniform excellence of quality, and for novelty and merit in artistic design, are practically without rivals. Some of their low-priced lines of Black Walnuts are imitated by goods of inferior finish, but when it comes to Presentation

goods, Fine Bronze Clocks, Polished Brass Clocks, Black Marble Clocks Antique Oak Clocks, they are practically without competitors. Our sample room contains a large selection of the best designs, and we have received a fresh supply of the large Ansonia Illustrated Catalogue—new edition, 1890. No jeweler should be without one, especially when they are offered gratis. Write The Goldsmiths' Stock Company of Canada, Limited, Toronto, for Catalogue and Price List.

\* \* \* \* \*

Goldsmiths' Stock Company of Canada, Limited, Canadian Agents for Ansonia Clocks.



DECEMBER, 1890.



# T. H. LEE & SON

---

## FOR THE XMAS TRADE

---

Will be able to supply promptly

ALL LETTER OR TELEGRAM ORDERS FOR  
DIAMOND GOODS,  
FINE WATCHES, with specially fine Engravings,  
GOLD AND SILVER HEADED CANES,  
And any line of Jewelry that customers may order.

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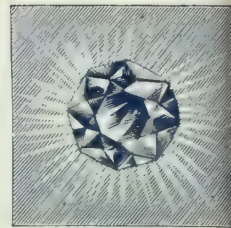
T. H. LEE & SON,  
WHOLESALE JEWELERS,  
1 WELLINGTON ST. EAST, - TORONTO.



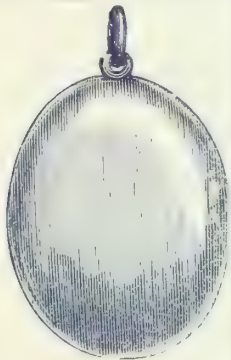


TRADE MARK.

# OUR FACTORY AD.



OUR STOCK OF DIAMONDS & PRECIOUS STONES IS FULLY ASSORTED.



3



2



1



26

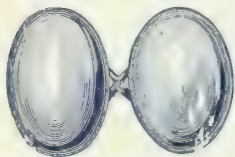


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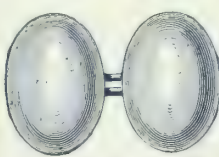


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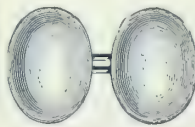
ABOVE sizes of Plain Locketts we keep in stock in 14k. colored and also in 10k. gilt and bright. We have besides, size No. 0, which is a size smaller than size No. 1, also five sizes larger than No. 3, grading gradually up to size No. 8, which weighs about 17½ dwts. We have been compelled to stamp our 14k. locketts in order that our Travellers could distinguish them from the 10k. gilt finish, it being so similar. The 10k. locketts we do not stamp. Ring cuts Nos. 26, 27 and 25 are similar to the Princess rings. Our prices are very low and the finish and quality will without doubt give satisfaction.



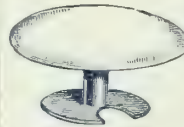
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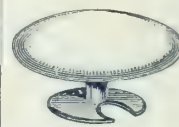
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162



100



101



102



103



17



16



NEW LINK.



18



19



30



NEW POST.



31



15



13



22



20



29

## ONE PIECE COLLAR BUTTON SIZES.



1/2 Section.



9 m m.



8 m m.



7 m m.



6 m m.

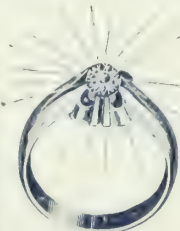
ABOVE cuts speak for themselves. We will have a full assortment in stock to meet the increased orders at this season of the year. We are now putting the latest and best link attachment, as shown in cut, to all our links. You are sure to be pleased with it as it is giving perfect satisfaction. We are putting a post and crescent back, as shown in cut, to all our cuff buttons, it being far superior to the old style both in strength and utility—of course, we have a large assortment of fancy links and cuff buttons in stock as well as the plain staple patterns.



113



104



106



101



100



102



107



103



105

ABOVE are a few cuts of diamond ring mountings. Lack of space prevents us putting in more. If none of the above suit you they will perhaps enable you to describe when ordering that which you do want. Our factory will be able, by working overtime, to fill all orders promptly, and will not be too busy to attend to your jobbing. We hope your Xmas trade will come up to your expectations, we are, Yours respectfully,

Note Advt. on other Page.

P. W. ELLIS & CO.





# *The* Goldsmiths' STOCK COMPANY OF *Canada* (LIMITED)

---

## HOLIDAY GOODS.

---

**W**E pay Special Attention to the execution of MAIL ORDERS.

---

Our stock is well assorted, though somewhat reduced in quantity.

---

Customers will kindly anticipate their wants as EARLY IN THE MONTH as possible so that we may be able to serve them with greater SATISFACTION.

---

**48 YONGE STREET, - TORONTO.**

---

The Goldsmiths' Stock Company of Canada, (Limited).



# ANSONIA = CLOCKS.

---

*The Best Line for the Jewelry Trade.*

---

*WHY ?*

---

*BECAUSE*

*They Excel in the essentials of*

*STYLE, QUALITY, VALUE.*

---

*Metal and Wood are comparatively  
inexpensive, but*

*WORKMANSHIP COSTS MONEY.*

---

*In order to select some good selling*

*NOVELTIES*

*Send at once for our New Catalogue.*

---

*AGENTS FOR CANADA.*

*The Goldsmiths' Stock Company of Canada, Limited.*



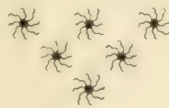


# WATCH DEPARTMENT.

## LADIES' GOLD CASES.

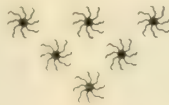


OUR Stock of Finely Engraved goods is well assorted. You can rely upon getting the latest production in this line.



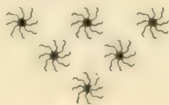
## GENTS' GOLD CASES.

In HOWARD, STANLEY, and Regular Patterns. Something very neat in thin Shape, Plain Bassine, in 14 K. and 18 K.



## SILVER CASES.

We have a new line of Hunting 16s for Elgin. This is a very saleable size for town trade.



## SWISS WATCHES.

Good Value in Ladies' Hunting and Open Face, in Plain and Full Jewelled Goods.

---

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## ALL THE REGULAR AMERICAN MOVEMENTS.

STOCK WELL ASSORTED.

The Goldsmiths' Stock Company of Canada, Limited.



## WE CAN SEND YOU PROMPTLY

*Gold and Silver Thimbles ?*

---

*Sterling Silver Spoons ?*

---

*Gold and Silver Head Canes.*

---

*Gold Pens with Fancy Holders.*

---

*Dessert Sets (Silver Knives & Forks) in Cases ?*

---

*Novelties in Fancy Clocks.*

---

*Bronze and Silver Finish Statuary.*

---

*Marble Clocks.*

---

*Silver Finish Clocks.*

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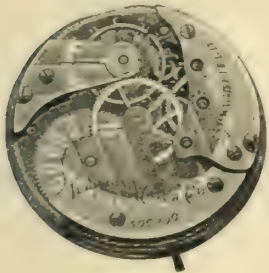
*Umbrellas with any Handle shown in Catalogue.*

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Your Orders will be Intelligently Executed by

The Goldsmiths' Stock Company of Canada, Limited.





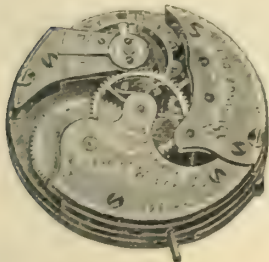
# THE BEST WATCH IN THE WORLD

## FOR THE MONEY.

THE RETAIL JEWELERS OF CANADA are invited to examine particularly the construction and finish of our watch movements. We claim that they

are fully equal in every respect to the product of any other factory in America. As every movement, bearing our name, is fully guaranteed by our Company, dealers may purchase them without hesitation;

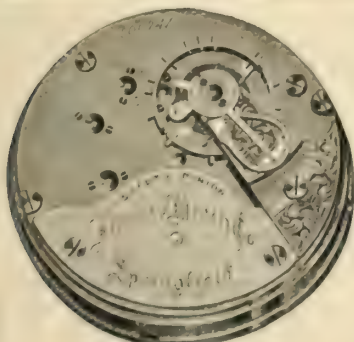
they will find them perform satisfactorily in every respect. Ask your Jobber to show you our new 16 size Nickel Movement. It is the cheapest and best of its kind made in the world.



## ILLINOIS WATCH CO.,

SALESROOM, 11 JOHN STREET, NEW YORK.

FACTORY, SPRINGFIELD, ILL., U.S.





# GEORGE CHILLAS,

IMPORTER OF WATCHES AND DIAMONDS,

33 WELLINGTON STREET EAST, TORONTO.

DEALERS WOULD DO WELL BEFORE PURCHASING FOR THE

## CHRISTMAS TRADE

To Inspect My New and Complete Stock of

# WATCHES AND DIAMONDS

THE FINEST DISPLAY ON THE MARKET.

I have just received the following new lines, especially suited for Christmas Trade :

LADIES' GOLD WATCHES,

PLAIN FOR MONOGRAMS AND WITH HANDSOME ENGRAVINGS.

GOLD AND SILVER CHATELAIN WATCHES.



FINE GOLD REPEATERS, Split Seconds,

AND PRESENTATION WATCHES.

*I have still on hand a limited supply of the special 6 size LION AND WALTHAM E's, for which orders had better be sent in at once.*

DIAMONDS AND DIAMOND RINGS.

GEORGE CHILLAS,

33 Wellington Street East, - TORONTO.



## A SUBSTANTIAL ARGUMENT.



TORONTO, ONT., DECEMBER, 1890.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in Jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

67 ADELAIDE ST. W., TORONTO, ONT.

### SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

## EDITORIAL.

### THE HOLIDAY TRADER.

**W**E propose to issue the January number of THE TRADER a few days earlier than usual, (that is on 26th December,) and make it a SPECIAL HOLIDAY NUMBER of so interesting a character as to ensure its being preserved for years as a souvenir of the season.

Not only will it be considerably larger than usual, but it will be printed on extra heavy, toned paper of the best quality.

It will be illustrated with original portraits and other elegant engravings, and in addition to the regular trade articles will contain a great deal of interesting reading matter suitable for the Holiday Season.

Neither expense nor pains will be spared to make the Christmas TRADER of 1890 worthy of the craft it represents, and the best thing of its kind ever issued in the Dominion of Canada.

THE HOLIDAY TRADER will afford a very favorable opportunity for manufacturers and wholesalers to bring the merits of their goods before the entire jewelry trade of this country, as the publishers guarantee to place it (like every other issue) in the hands of every jeweler in Canada from the Atlantic to the Pacific ocean.

In order to ensure proper attention our regular and transient advertisers are respectfully requested to send in their copy so as to reach this office not later than the 18th December.

**O**NE of the most encouraging things about the Canadian export trade this year is the large increase in our shipments of live cattle to the British markets. According to the official returns there were sent from this country to Great Britain for the year 1889, 85,696 head of live cattle; this year this trade will total up to over 121,000 head, an increase of about 36,000, or over forty per cent. in one year. To shew the growing importance of this trade it is only necessary to mention the fact that we send to the British markets live cattle to the value of over \$5,000,000 per annum, where we only sent \$250,000 in 1877.

In this live cattle trade which our American cousins are so eager to share with us, the Dominion of Canada possesses an advantage over the United States worth more in hard dollars and cents than all the problematical gain promised us by the advocates of Commercial Union, were it to turn out as well in reality as the rosy pictures they paint of its benefits.

Under Commercial Union there is not the slightest doubt that our Canadian cattle would quickly be scheduled along with American cattle, with the result that they would have to be slaughtered immediately upon their arrival at any English port. This would mean the loss of the greatest, and almost only commercial advantage we now possess over the United States, in the greatest market of the world for which we are both so eagerly competing. It would mean in dollars and cents a loss of from one to two cents per pound on every one of the cattle we export to that country, a real loss which in the opinion of many of our best informed men would more than offset any suppositious gain that could be obtained through Commercial Union with the United States.

Our live cattle export trade is one of the most important we have, and like our cheese exports, our market for it is found almost exclusively in Great Britain. Our farmers will, we fancy, think more than twice before they act the part of the dog in the fable, who while crossing a bridge with a bone in his mouth and seeing his shadow in the water, dropped the bone he held in order to seize the one shadowed in the water. Our present advantage in the live cattle trade with the British market is a substantial bone, and we would be very foolish to drop it in order to grasp any of the tempting shadows reflected by the *mirage* of Commercial Union.

### HOW "MCKINLEY" AFFECTS U. S. WATCHES.

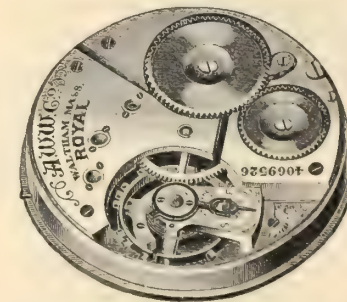
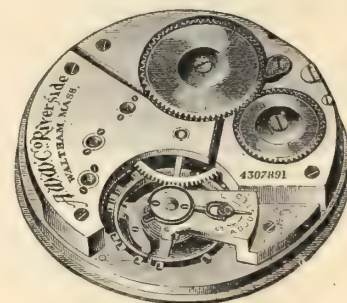
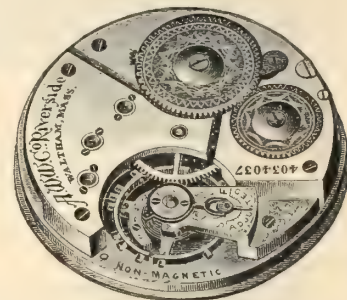
**A**S we stated in our last issue, the effect of the McKinley bill even in the United States will be pronounced upon pretty much in accordance with the political faith of the man delivering judgment. Republicans who are generally Protectionists, will as a rule commend it, while Democrats who are in theory Free Traders but in reality revenue tariff men, will just as generally condemn it.

In this line a very characteristic episode occurred in Waltham a few weeks ago in connection with the Anti McKinley rally held in that city by those politically opposed






# WALTHAM O. F. 16 S. PENDANT SETTING WATCHES.



MANUFACTURED BY THE

## AMERICAN WALTHAM WATCH CO.

WALTHAM, - - MASS.

 NOTE.—For the convenience of the Canadian trade we have established a Branch Office at No. 185 St. James Street, Montreal. The goods will be, as heretofore, sold to Jobbers only.



to the working of the bill. Amongst the prominent speakers on that occasion was a budding statesman by the name of Sherman Hoar, who during the course of his remarks took occasion to call down the American Waltham Watch Company for what he assumed would be their action in reducing wages on account of the rise in copper caused by the increase of duty on that metal by the McKinley bill.

Mr. Hoar, like the editorial writers of the *Globe* and other Canadian organs of annexation, practically asserted that the duty levied upon imported copper would enhance the value of that metal in the United States by exactly the amount of the duty, irrespective of whether the copper, were imported or mined at home, and that the difference in price would therefore be taken by those using it, and out of the hard earned wages of their employees.

This kind of assertion has been repeated so often by Free Traders that it is now getting to be almost ancient history, and though its falsity has been exposed time and again, it is made by its authors to do duty as if it were a political axiom, the truth of which was so self-evident as to be incontrovertible. Such assertions, while they appear very plausible on the face, will not bear the light of day, and the application of cold, hard facts generally prove them to be misrepresentations of the most transparent character.

This statement of Mr. Hoar regarding copper is a good illustration of the fallacy of such arguments, and the bubble has been so neatly pricked by Mr. Royal E. Robbins, Treasurer of the Waltham Watch Company, in a letter over his own signature that we give it to our readers almost *in extenso*, in order to show the falsity of the charge, and that even in the United States manufacturers are not the extortioners that the advocates of Free Trade would have the public believe. Mr. Robbins, after a short introduction, says:

"Now, I will assume that Mr. Hoar is aware, as perhaps he is, that this Company does not import any copper at all, and that his contention is intended to be that the price of American copper we buy is increased by the whole amount of the duty—a position which, for the sake of argument, I will not now dispute. But I am strongly of the opinion that Mr. Hoar is not aware of the figures in relation to our consumption of copper, and the extra cost entailed upon us by the duty, and that if he had been, he would not have chosen to try and get into Congress on this copper issue. For, as a matter of fact, we use each year about 100,000 pounds of copper in one form and another, the duty on which at 1 1/4 cents a pound, which is only about 8 per cent *ad valorem*, would on Mr. Hoar's contention increase the cost to us by a trifle over \$1,200 per annum. That is to say, if the whole of this savings were to be divided on Mr. Hoar's principle among the 2,750 employees of the factory, each person's daily wages would be increased by about one eighth of a cent.

But, unless I am mistaken, Mr. Hoar, in common with others of his political belief, has hitherto been very clear and emphatic in his assertion that it is the consumer, not the producer, who suffers from the protective tariff. This is the teaching of all Free Trade writers, and up to last Sunday evening, there is reason to suppose, was fully concurred in by Mr. Hoar himself. It is amazing how greatly the previously

formed theories of even so well grounded a political economist as Mr. Hoar may be modified by the fact that he is addressing an audience of producers of watches instead of consumers.

"Of course, as I have shown, this matter of a copper duty is too small a thing in the watch business to have any practical effect at all. Mr. Hoar, knows as well as I do, that where such a thing would be felt, if at all, would be ultimately in the selling price of watches, not at all in the wages earned by their production. If left to operate undisturbed, the copper duty would, I fear, increase the selling price of each watch by nearly one-sixth of a cent. But this same protective tariff of ours has so enormously built up the American watch business and stimulated competition in it at home, that the prices of watches are regulated by this domestic competition of fifteen or twenty factories, giving employment, directly and indirectly, to more than twenty thousand people; and the buyer of watches pays about half as much for his American watch now under the tariff as he paid for his foreign watch before domestic industry was enabled to establish itself. This is a fair example of the burdens of protection.

"The McKinley tariff puts upon the free list a large proportion of our raw materials, because they are not capable of being produced to advantage in this country, but if this were otherwise, the American Waltham Watch Company would not complain at being obliged to do its share under the protective system. I am not one of those manufacturers who seem to think they show their patriotism and liberality of spirit by declaring that they must have their products protected and all their raw materials free—regardless of the fact that their raw materials are often the finished product of somebody else."

In regard to the above, we may add that what is true of the watch business in the United States, is equally true regarding the manufacture in Canada of electro-plated ware, jewelry, watch cases, leather, plush and other jewelry boxes and many another business outside of the jewelry trade that we need hardly mention to our readers.

## CORRESPONDENCE.

### A VOICE FROM THE GOLDEN GATE

Editor TRADER—SIR:



ENCLOSED you will please find one dollar for renewal of my subscription to THE TRADER for one year. Cannot do with ut my old friend.

Yours truly,

J. N. BRITAIN.

San Francisco, Cal., U.S., Nov. 12, 1890.

### YOU SHALL HAVE IT!

Editor TRADER—SIR:



PLEASE send your valuable paper to the following address, and oblige.

J. E. McCUTCHEON,

Jeweler Cornwall, Ont.

Cornwall, Nov 10, 1890



14k Filled, Gold Soldered  
**"PIONEER" CHAINS.**



Warranted by Manufacturers to wear

**TWENTY YEARS.**

Every Chain stamped "Pioneer," and furnished with tag as above. Best thing out in the chain line.

WRITE FOR SAMPLES TO

**EDMUND SCHEUER,**  
**TORONTO,**

Sole Agent for Canada.



# WANTS IT WEEKLY.

Editor TRADER—SIR :

I RECEIVE THE TRADER regularly and take a great deal of delight in reading it. I only wish it was a weekly, then my leisure moments would be complete in the perusal of its pages.

Yours truly,

Niagara Falls, Nov 1, 1890.

D. FENWICK.

# A CHANGE OF LOCATION.

Editor TRADER—SIR :

HAVING removed from Dundalk, I wish you to change my address and make it Geo. T. Johnston, Arthur, instead of Dundalk. Many thanks for your instructive journal.

Yours respectfully,

Arthur Village, Nov. 10, 1890.

GEO. T. JOHNSTON.

# WE HAVE PUT YOU ON THE LIST.

Editor TRADER—SIR :

I WOULD like if you would send me THE TRADER. Having been in the jewelry business here for some time, and as you send all legitimate jewelers your paper, I would like if you would add my name to the list.

I remain, yours etc.,

Spencerville, Oct. 25, 1890.

J. J. COOK.

# A GOOD JOURNAL.

Editor TRADER—SIR :

AS I have sold out in Stayner to Mr. Arthur Swallow, and have removed to Toronto, will you please address my TRADER to 271 College St, where I have opened business. The TRADER is a good journal, and we want it.

Yours truly,

Stayner, Oct. 31, 1890

W. WATSON.

# DON'T WANT HIS NAME MENTIONED.

Editor TRADER—SIR :

I NOTICED in your last issue a letter on "Window Dressing." in which my name and windows were discussed. I beg to notify you that I do not want my name or store mentioned in your paper, in any way whatever, without my permission, and should this occur again I shall be compelled to take such steps as the law will allow me, to stop it.

I remain yours truly,

Montreal, Nov. 19th, 1890.

R. HEMSLEY.

# WE COMPLY WITH PLEASURE.

Editor TRADER—SIR :

I HAVE long wished for a copy of your valued paper, THE TRADER, and having found an old one, I have the address. Will you be so kind as to send me a copy? And if not asking too much, I would like the October number as well. Hoping soon to receive the same,

I am, sir, yours very truly,

Ormston, Que., Nov. 4, 1890.

E. G. TAYLOR.

# FREE OF CHARGE.

Editor TRADER—SIR :

I TAKE the liberty of addressing you, as I want to use your Help Column, and at the same time to thank you for your valuable paper which I have been receiving for the past four years, free of charge. THE TRADER I consider a very valuable paper, and it is a welcome visitor to my store; the month don't seem thoroughly started until I receive it and read all that you have to say. So again thanking and wishing you every success.

I remain, yours truly,

JAMES JONES.

Brussels, Ont.

Jeweler.

# THE INSTITUTE'S FIRST WATCH.

Editor TRADER—SIR :

I WAS more than surprised a few days ago when called upon by Mr. H. Playtner, of the Canadian Horological Institute, who showed me a watch which had been made at the Institute. It presented a very fine appearance, being full jeweled with raised gold settings, and very fine stem wind work, it had a fine motion and very clear tick.

In short the whole watch was a revelation of what can be done by a young man who attends the Canadian Horological Institute.

Yours truly,

Toronto, Nov. 19, 1890.

J. P. MILL.

# A GOOD ENDORSEMENT.

Editor TRADER—SIR :

KNOWING the great interest you have always manifested in matters pertaining to the welfare of the trade, we take the liberty of adding a few words to what has been written in your columns during the last few months, upon the question of "better workmen."

Every retail jeweler knows from experience that the foundation of a successful business is the repair department—prompt and satisfactory work always ensures





# ELGIN NATIONAL

NO. 112. NICKEL.



Compensation Balance, 17 fine Ruby Jewels, (5 pairs raised gold settings) Breguet Hair Spring, finely adjusted and finished throughout.



NO. 115. NICKEL.



Compensation Balance, 13 Jewels, (3 pairs settings.)

## NEW ISSUE.



Size, Three-Quarter Plate, Hunting, Pendant Setting, Stem-Winders. Nameless Engraved, Elgin National Watch Co.

NO. 111. NICKEL.



Compensation Balance, 15 Jewels, (4 pairs settings.)

NO. 110. NICKEL.



Compensation Balance, 11 Jewels.

NO. 113. GILT.



Compensation Balance, 11 Jewels.

NO. 109. GILT.



Compensation Balance, 7 Jewels.

Our new movement, No. 109, just issued, completes the line in O size. This will enable the trade to offer a desirable low priced O size ladies' watch, which has not been afforded them heretofore. Orders will be executed by the Jobbers as usual.

Open face and Skylight movements, either 6 or O size, furnished without extra charge or delay.

All O size Stem-Winders have quick-trains and straight-line escapements.

**Jewelers Furnished Electrotypes FREE Upon Application.**

General Offices, - 76 Monroe Street, Chicago.

NEW YORK OFFICE, 11 JOHN STREET. FACTORIES, ELGIN, ILLINOIS.

# WATCH COMPANY



success, unless under very exceptional circumstances, and every movement which has the furthering of this object should receive the hearty co-operation and support of the trade—Such an institution is the Canadian Horological Institute.

It was our privilege the other day to examine a watch which had been constructed entirely from the raw material—plates, wheels, pinions, screws, etc., by one of the students of this institute, under the supervision of the genial Mr. Playnter, and its perfect action and finish prove conclusively that in this institution is combined both the theoretical and practical, and a want has been supplied which we trust will be appreciated by the coming journeymen. It is well to know how to do a thing, but better to know also why it should be so done, and from what we know of Mr. Playnter, we believe he is fully competent to teach both.

We sincerely trust he may have the confidence of the trade, and meet with the success which his enterprise deserves.

Sincerely yours,

Toronto, Nov. 19th, 1890.

RYRIE BROS.

### UNCLAIMED WATCHES.

Editor TRADER—SIR :

**W**ILL you kindly inform me through the columns of THE TRADER, what way I can dispose of watches left with me for repairs? I am holding several watches from two to fourteen years. Is it lawful for me to sell them?

Yours very respectfully,

Rodney, Ont, Oct 25, 1890.

E. J. SCHMID.

[ANSWER.—Such watches can only be sold after they have been properly advertised in your local papers, and any money remaining in your hands after payment of your account, must be held by you to the credit of the owner, and paid to him on demand —Ed. TRADER.]

### A RARE OLD WATCH !

Editor TRADER—SIR :

**O**LD clocks and watches being the rage of the day, I thought I should fulfil my promise made to you some time ago, and I suppose you will say better late than never. I will now give you a description of the old verge watch which has been in my possession for over fifty years, and which descended from a Jewish family by the name of "Solomon," first postmaster of St. Johns, Newfoundland.

(Can't say whether he was a kinsman of King Solomon or not). Mr. Solomon informed me, when purchasing the watch, that it had been in his family for one hundred and fifty years. This watch is silver cased, has a silver dial with Roman figures, and is as round as a billiard ball. The inside case covering the movement is solid silver, with a piece of silver on a swivel over

the key hole. The outside case has a fancy silver hook to keep closed. The movement has twenty-two pieces less than the modern verge. It has only one hand denoting the hours and half hours; no cannon pinion, no minute wheel, the escapement moving the reverse, the balance wheel being cut the reverse, and also the verge.

The movement retrograding the cock is not screwed to the plate, but pinned to a stud. There is no hairspring, and, of course, no slide or regulator. The great wheel is not pinned to fusee, it goes with a catgut instead of a chain. The mainspring is taken up by an endless screw on the top plate, on which are numbers from one to eight. It is now going and in order, varying but very few minutes each week, and can be regulated. Can any of your subscribers in the trade tell me by what means, and the date of the improvement on the escapement? Awaiting comment.

Your respectfully,

Dundalk, Nov. 4, 1890.

WM. T. PARSONS, SR.

P S.—If any of the trade would like to know the novel and unique way the above watch is regulated, I will, by your kind permission, give them full description through your columns.

### FROM OUR NICKEL MINES.

Editor TRADER—SIR :

**I** SEND you a pamphlet giving a description of the new mineral discovered by Mr. Sperry, assayer for the Canadian Copper Company. I obtained the above through the kind courtesy of the above gentleman.

If you have not seen a description before, I have no doubt but you will be interested in the perusal of the same, and I think your readers will be interested to

know that it is Platinum ore, and Mr. Sperry tells me it is the first time that it has been found in the ore state; such being the case it shows the richness of our mineral resources.

I promised in my last to give you a description of the Murray mine. Well, with regard to this mine, as I told you, it is owned by an English company, who are preparing to refine their metal at their own works, thereby saving the cost of exporting it in its rough state, a plan that I hear the Copper Company are going to adopt.

The Murray Company are building a lot of good houses for their men, one man had a contract for the building of twenty. They have sunk a shaft and are down, I understand, in the neighborhood of one hundred feet with good prospects of rich ore. Their smelting works are in operation, and when they get their refinery built it will give employment to a great number of men. There is a great deal of labor attending the mining and getting the ore refined. In the first place, as you are aware, the ore has to be brought to the surface, it is put through the crusher, from thence to the roast beds where wood is piled under the ore to a depth of say two feet, it is then set on fire, and when the wood gets burning well the



# MONTREAL WATCH CASE COMPANY

Address : P. O. Box **1093.**      Factory : White's Lane, off 123 Vitre Street, **MONTREAL.**



## TO THE TRADE

In thanking you for the very liberal patronage extended to us so far, and asking for a continuance of your favors, we would call attention to some of our special styles.

**Princess or Filed Shell Cases,  
Howard Style Cases,  
Pateck Phillippe & Co. Cases.**

N. B.---We guarantee our production equal in quality, style and design to any case produced in the market, including American or Swiss.



sulphur in the ore will keep the heat up until the ore is all roasted; a bed takes I am told, from six to eight weeks to roast, it is then ready for the smelting process.

Anyone who has visited an iron foundry when they have been casting, can form a good idea of what the smelting is like, the metal is run from the furnace into iron pots, each containing about one hundred pounds, the nickel and copper all being combined.

Having written as much as will interest your readers, I will now conclude.

Remaining yours respectfully,

Copper Cliff, Nov. 17th, 1890.

NICKEL PLATE.

## A CREDIT TO THE INSTITUTE.

Editor TRADER—SIR :

**B**ELIEVING that it is of general interest to the trade to know what is being accomplished at our Institute, we send you a cut of the first watch movement that has been turned out by us.

It is of our own design and was constructed by student J. H. Kincaid. It is an open face, 18 size, stem-wind, lever movement, very strong but shapely proportioned. It is quick train, has straight line improved circular pallet escapement, safety pinion, expansion balance and fifteen jewels in raised gold settings. The winding gear has "wolf" teeth same as in Jürgensen and other high-class watches. It takes a mainspring seven widths wider than the regular 18 size American movement, allowing a thinner spring and more coils, the result of which is greater uniformity of power with less liability of breakage; three and three-fifths turns of the spring run the watch twenty-four hours.

The barrel in this watch is pitched  $114^{\circ}$  to the right of the fourth wheel, if it is desired to make a hunting movement all that is necessary is to pitch it  $160^{\circ}$ , and the winding arbor  $90^{\circ}$  to the right of the fourth wheel.



Mr. Kincaid only took a course of four months at the Institute, and altogether has been three and a half years at the trade. It is needless to say that he is very proud of his watch. He cut the plates, bridges, stem-wind wheels and pinions, barrel, screws, etc., out of solid stock, and made the train, including the screw centre pinion and escape wheel; he set the jewels, made the fork and roller. Everything was constructed according to our calculations, with the marvellous result that

when the watch was put together it started to go, without any alterations, *in all positions without the hairspring*. This shows it is of good design and workmanship, as in lever watches only those of high order do this, it also shows that our methods of teaching are correct.

We believe that this, our first production, will mark a new era in the Canadian watch trade. We have received numerous letters and personal assurances from friends in the trade, and we take this opportunity to thank them for their kind words and promises of support. We can assure them that such words are fully appreciated and help to make our burdens lighter, and go far to strengthen us in our resolve to build up a school that is second to none.

Yours truly,

CANADIAN HOROLOGICAL INSTITUTE.

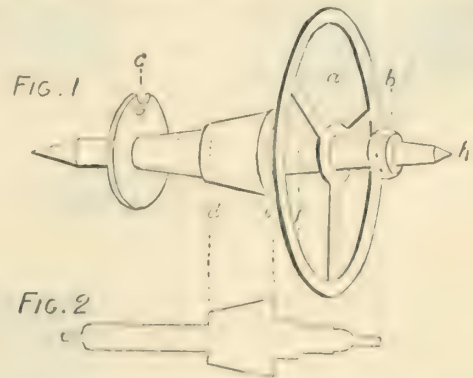
## A QUICK WAY OF TAKING MEASUREMENTS IN TURNING.

Editor TRADER—SIR :

**I**N fitting staffs or arbors, as well as in doing other jobs in turning, much time may be saved by practicing and applying the method of measuring presented in the accompanying illustration.

By employing this method the use of measuring instruments may be reduced to a minimum. With a little practice the work can be accurately done and the time consumed by the use of these instruments can be saved.

Measuring tools are very good and necessary in their places, and I do not wish to intimate that they should be altogether dispensed with, but their use can be much restricted and a good deal of the trouble and annoyance of setting them and using them for testing the work, while in progress, may be done away with in ordinary jobs.



For illustration, we will suppose that a new balance staff is to be fitted, and in order to better show the advantages of this method we will suppose the old staff has been lost and it has become impossible to use its diameters to set the calipers by.

Then take a rough staff, such as are sold by material dealers, insert it into a lathe, choose a point to begin on, say the seat of the balance wheel, turn down square as shown at *e*, leaving the staff at this point larger than the hole in the balance



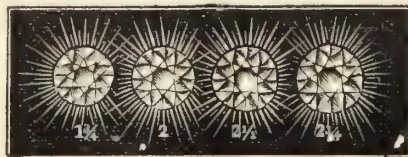
# POINTERS!

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Nothing is more Suitable for a Holiday Present than a Good Diamond Well Set.



I am the only Wholesale Merchant in Canada dealing Exclusively in Diamonds. My Stock is Large and always Well Assorted.

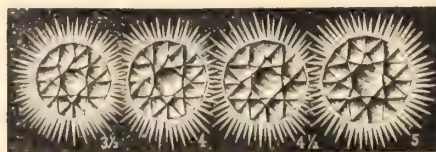


## MAX SAUNDERS,

DIRECT IMPORTER OF

## DIAMONDS - AND - PRECIOUS - STONES

75 YONGE STREET, TORONTO.



Orders by Letter or Telegram will receive Prompt Attention. An Assortment of Mounted Goods always on hand. Goods sent on approval to responsible Dealers.



and tapering it off towards the end *h*, so that the balance can be stripped a part of the way over it. Push the balance as far in as it will go and mark the place *a* with a sharp cornered file, or, if using a spindle lathe, with the graver. Then turn, as shown in the cut by the dotted lines, back to the shoulder *e*, leaving this portion of the staff of uniform thickness. Next find the thickness of the wheel and mark with the graver at *f*. Then insert the hairspring collet in the same manner and mark at *b*. Turn parallel, as shown by the dotted lines, back to *f*. Then it will be only necessary to get the length of the staff between the seat of the balance and the end of the pivot to turn the pivot, also the portion between the collet and the pivot somewhat thinner, and the one half of the staff will be ready to receive the parts which are to be attached to it.

Next reverse the staff in the lathe, and find the proper distance between the seat of the balance and that of the roller plate, and mark at *d*. Then taper down and insert the roller, marking the point *c*. Turn parallel to the point *d*. Find the length of the whole staff; turn the pivot, and the staff is ready to be polished and to have all the parts attached to it.

Parallel lines are amongst the things to which the eye becomes easily accustomed. With a little practice the slightest diversion from the parallel is at once detected, especially if the distance between the lines is not great.

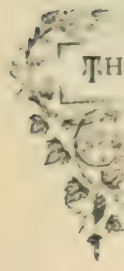
In teaching drawing I have noticed this to be the case with pupils. Few people fail to recognize even a very small difference that may exist between the two ends of a cylindrical object. To learn to turn objects of uniform thickness should be one of the first lessons for beginners. Once a workman is able to do this he should find no difficulty in using this method to advantage.

AD. REM.

## WINDOW DISPLAY.

*Continued from last month.*

Editor TRADER—SIR:



THE window display of too many consists of a tray or two of watches and chains, with a few pieces of silverware, more or less tarnished, and a miscellaneous collection of clocks and has no meaning whatever to the passer-by beyond the fact that the owner is a watchmaker and jeweler. The wooden watch sign would answer the same purpose.

Others have a very elaborate window, no want of goods, but the arrangement lacks order and simplicity and gives no information as to price, with the result that it fails to attract more than a passing glance from the majority. It does not interest to the extent necessary to induce purchases.

The display window is for the few, owing to its cost, but the general advantage may be obtained at a trifling expense. The plan is to arrange the trays in a slightly horizontal position, in rows, two or three, as is necessary, one row above the other, so that the goods will be directly in front of the onlooker instead of lying flat. The frame for the purpose would much resemble an ordinary window sash with the upright divisions omitted. Rows of trays may be placed across the ends of the window in the same way, or the front arrangement may be

slightly circular and the ends straight. Greater effect is produced by placing a mirror glass, the same height as the frame, at an angle between the corner of the frame formation and the corner of the window. If the circular plan is adopted, the mirror will reflect the segment within its radius and so duplicate the display and present a continuous circle, and the same way with a square formation. If mirrors are placed back to back ends and front will both be duplicated, and when good quality glass is used, and a glass shelf fastened so as to rest lightly on top, the mirrors cannot be distinguished from the outside, and the display is a wonder to the uninitiated. The necessary angle for the mirrors can be easily ascertained by trial. The frame should, of course, be covered with velvet or plush, and securely fastened, and permit the trays to be set in and removed with ease. Shelves above and at the back may be used for silverware and clocks.

The second idea is simplicity and uniformity; too many goods should not be crowded into any one tray; have all articles in the same line together, not watches, then rings, then chains, then watches again; but watches together, rings together, chains together, and so on. The tendency of odd pieces scattered promiscuously about is to confusion. The less study necessary to take in the full effect of the goods, the better. As to trays, outside of those required for rings and perhaps bracelets, plain lined with polished wood or covered edges are best, using small brass hooks or pins on which watches, chains and charms are hung; carded goods being either left on the cards or stuck in the tray lining, left partially loose for the purpose.

The third matter is price. This should be attached to each article so that it can be easily seen from the outside. Small neat gum tickets, uniform in size, with price printed, or very distinctly written, stuck above or below the article is the best plan. The ticket should contain the price only, not a description; the merits of the goods beyond what they show may be left to a personal interview.

The best method of lighting is a lamp or gas jet outside in a bracket, secured about two feet from the glass and towards the top, with closed-in reflectors above and behind, so as to throw the light directly in the window.

Now, the scheme of window display is not suggested as a panacea for the ills of the trade. Panaceas are difficult to obtain, but in comparison with the general disadvantages already mentioned, it will be seen that the tendency is to overcome them. Its attractiveness almost compels attention, while it provides for an easy, accurate and intelligent inspection by every man, woman and child that passes the store.

Dry goods dealers sell jewelry simply because comparison of price is made between dry goods' cheap jewelry and the buyer's idea of the price of the jeweler's better goods, without taking difference of quality into consideration. The jeweler sells the same quality goods at as low a price as the dry goods man, and has a better assortment. The goods and prices in the window will show this. Townsman go to the city to buy, under the impression that they are gaining an advantage. It may be true that city dealers, buying in larger lots, get little closer rates from the jobbers, but even if so, the increased expense of the city business fully counter-balances any advantage in this respect; the town jeweler can afford to sell quite as





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Wares, and guarantee all goods of their manu-  
facture having their name and Trade Marks.



405. WATER SET.—COMPLETE.

SATIN, BRIGHT CUT, GOBLET AND SLOP  
GOLD LINED, \$37.75.—List.

## TORONTO CANADA.

E. G. GOODERHAM,  
*Manager.*

J. C. COPP,  
*Sec.-Treas.*



low as his city competitor and does so, the window is the demonstration. Jewelry is not a necessity, but with the increased facilities for selection, sales are more likely to be made, and if someone's wife or daughter comes out with new jewelry, some other wife and daughter is likely to do the same thing. The catalogue men injure the jewelry trade largely because the catalogue presents easy and repeated opportunities for selection. Some article interests at first and is finally wanted and ordered. Jewelry with prices in the window is on the same line; it is, in fact, a living catalogue. In short, the public generally have an erroneous idea of jewelry and jewelers, and a full display of stock, attractively arranged, all priced, in the window, where everyone may see and compare as much as they please, is in the direction of correcting that idea.

The idea of having the greater part of the stock in the window, instead of the show cases, is an innovation, but the goods must be seen to be sold, and the window is where they will be seen. There will always be sufficient odds and ends to fill the show cases, and the removal of any tray from the window is a question of about half a minute's time.

A sound objection is that prices and stock are made known to competitors, but after all, this is a fancied rather than a real difficulty. The senders of catalogues give you similar information and still they make sales, and it is just a question if the fact of jewelers knowing each other's prices, and that these will be maintained, is not a benefit instead of the opposite. At any rate the system has now been thoroughly tested here and found to be a success.

Montreal, Sept. 16, 1890.

J. WELER.

## OUR MONTREAL LETTER.

*From our Special Correspondent.*

**B**USINESS with the jewelers continues much the same as at my last writing and the retailers are having a steady trade that is fairly good. Little has yet been done of what is known as "holiday trade," though a few have, as is said, "taken time by the forelock" and wisely made selections when stocks are full, given orders for such articles as have to be made special, so as to avoid the rush later on and to secure the better care that can be given to their wants. These wise ones, however, are in a minority, a great minority, just why, it is difficult to say, but it is the custom to delay everything of this kind to the last few days, no matter about the disadvantage, and that settles it. Business with the wholesale trade is not as brisk as it might be or as would be desired, that is to say, travellers are not meeting with the anticipated results in the way of sorting up orders, and dealers are delaying buying special holiday parcels until they "see how things are going to go."

What is known as the Hayes robbery has been the talk of the month, and, in the arrest of Hayes and wife, it looks as if our police authorities had run down a pretty pair of swindlers. The couple registered at the Windsor hotel under the names

of Mr. and Mrs. Morgan, and after remaining a few days left, it is said, without paying their hotel bills. A few days later the same man, who however answered in this connection to the name of Hayes, visited the store of Messrs. Henry Birks & Co., St. James Street, to have a watch that was all right put in order, using the time the watch was being examined to look through the jewelry cases. On being assured that his watch had no need of repairs, he left the store, but returned again in the late afternoon with his wife to buy a diamond ring and gold chain. Their wants were attended to by Mr. Birks, jr., who showed them rings and chains and a selection was made of a ring valued at \$75. In payment a \$1,000 bill was tendered, but this could not be changed, and a \$500 bill was offered, which was also too large to be changed—both bills were genuine. The couple expressed regret that they could not take the ring with them and had it put aside, promising to call for it the next day during banking hours when of course change could be made. People are not in the habit of going shopping with \$1,000 and \$500 bills as their smallest change, even to buy diamonds, and this fact, and the general appearance of the strangers, excited Mr. Birks's suspicion that all was not right, and led him to an examination of his rings after his customers had gone out. He found the correct number there, but a valuable diamond ring had been taken and a paste imitation left in its place. The exchange had been made while the salesman was in attendance, not while he was absent from the counter, as was at first reported; during his absence the rings were not accessible to the parties. It was found that two gold chains had also been taken. Mr. Birks at once notified the police, and detectives were sent to watch the out-going trains, with the result that Mr. and Mrs. Hayes were made prisoners the same night at the Grand Trunk station, as they were about to start presumably for Toronto. They both protested their innocence, but as Mr. Birks, who was also present, fully identified them, protestations were of no avail, and they were taken to the police station where the names Walter P. Hayes and wife were given. They refused information concerning themselves as to where they were from or where going, until they could consult a solicitor. On being searched Hayes had \$500 in cash, a diamond stud, a fine gold watch and chain, a gold locket set with diamonds and rubies, four paste rings and four loose diamonds. His wife had a diamond bracelet worth probably \$1,000 and four plain gold bracelets, two diamond and two plain gold rings in addition to other articles of gold jewelry. It will be seen that for travellers they were certainly well supplied with jewelry, over-supplied many would think. A glove was found in the railway station, supposed to belong to them, which contained five rings, thought at first to be diamond, but which turned out to be the other kind, viz. imitation. Among their belongings was a rather handsome hand satchel, containing two bottles of expensive perfume and a pair of fur mitts. The one thousand and five hundred dollar bills were not in their possession, nor were the diamond ring and gold chains stolen from Messrs. Birks & Co. However, some days later, a "wheel tapper" in the railway station, while at work, noticed a handkerchief under the platform, which contained a diamond ring and some gold chains and near the same spot, wrapped in tissue paper, he found several






## BEST FILLED CASE IN THE WORLD FOR THE MONEY.


The American Watch Case Company of Toronto ask the attention of the Jewelers of Canada to their line of Hunting Gold-Filled Cases, now in the hands of the Jobbing Trade.

These Cases are made in 10k. and 14k. quality, and every one of them has SOLID GOLD BOW, CROWN, THUMB PIECES, JOINTS AND BEARINGS and is guaranteed to be the best value Watch Case in the world for the money.

They are equal to Solid Gold Cases in workmanship and finish, and are fully guaranteed by the American Watch Case Co., no matter by whom sold.

All of these Cases bear one of the following Trade Marks, according to quality.

14k. Hunting, 18 Size } Are Stamped  
"CASHIER"  
14k. Hunting, 6 Size } 

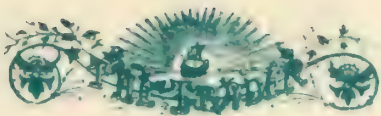
10k. Hunting, 18 Size } Are Stamped  
"FORTUNE"  
10k. Hunting, 6 Size } 

These Cases are made of Filled Stock where Filled will wear equal to Gold, and of Solid Gold everywhere else. If you want to build up a reputation for selling first-class goods at moderate prices, handle the Cases made and guaranteed by

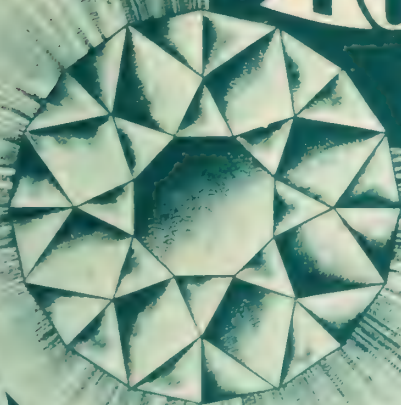
# THE AMERICAN WATCH CASE CO.

67 ADELAIDE STREET WEST, TORONTO.





**Louis Davis &  
Company.**



**MONTREAL.**



**WHOLESALE JEWELLERS & DEALERS IN  
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NOVELTIES ARE OUR **GREAT SPECIALTY**  
IN EVERY LINE OF GOLD & SILVER JEWELRY.

THIS WE MAKE *The Feature* OF OUR BUSINESS.

Sole Agents in the Dominion of Canada for the Celebrated Window Fronts  
and Shop Fixtures of **F. SAGE & CO. of LONDON, ENG.**

CATALOGUES AND ALL INFORMATION IN CONNECTION WITH SHOP BUILDING &  
WINDOW FITTING SUPPLIED BY MAIL UPON APPLICATION.





diamond rings and loose diamonds. The ring in the handkerchief was identified by Mr. Birks as his, he also identified two of the chains. The remaining five chains were ascertained to belong to Mr. J. B. Williamson, jeweler, Notre Dame Street, who also had a visit from Hayes and wife, and from whom they bought a gold chain and locket, leaving a small deposit to have the locket engraved, the articles to be called for later and payment made then.

Mr. and Mrs. Hayes appear to have indulged in a pretty general shopping tour and with much the same intent throughout. Besides the ring and chains from the Messrs. Birks & Co. and Mr. Williamson, the hand satchel was claimed by Mr. George Barrington of Messrs. George Barrington & Son, trunk and satchel manufacturers, St. Antoine Street, as his property, taken without the firm's knowledge or consent, and for which no value was given. Mr. Sauvreau, druggist, Notre Dame Street, identified the perfume as his, also the prisoners as patrons to the extent of ten cents worth of glycerine. After their departure from his store, Mr. Sauvreau noticed that the perfume was missing, but the respectable appearance of the couple saved them from suspicion in the matter. Likewise the fur mitts found a claimant in Mr. Samuels, the furrier, who also had not received the necessary value which goes to make a purchase. Depositions were sworn to by each of these gentlemen, and the prisoners committed to stand their trial on each charge at the next term of the Court of Queen's Bench, bail in the meantime being refused.

Chief Hughes received a letter from the Chief of Police of Philadelphia, informing him that the description given of Mr. and Mrs. Hayes agrees with a general description of a man and woman wanted there on suspicion of having robbed a jeweller of a diamond bracelet. The bracelet which was described corresponds generally with the one worn by Mrs. Hayes. With this letter was a circular, asking all people to look out for a man named P. S. Morgan *alias* W. F. Hayes. It states that Hayes arrived in Philadelphia October 20th, and sold a large lump of melted gold, valued at \$658, to the U. S. mint authorities. The description given corresponds with the Hayes arrested here.

The Chicago police have also been heard from expressing a desire to interview one or other of the couple in that city, and lastly Detroit makes a request for a similar interview, shoplifting or swindling of some sort being the reasons given.

If innocent Mr. and Mrs. Hayes are certainly greatly maligned people, but if guilty they are apt to be busily engaged for a good long time.

Rumors are current of the detention or seizure by the Customs of this Port of an extensive shipment of clocks, but the facts are not yet made public. From what has leaked out it appears to be the result of an error in making the invoice, through ignorance on the part of the consignors of the customs tariff and way of making up the duty, rather than an attempt to defraud. By the tariff, clock movements pay one rate and clock cases a higher rate, complete clocks coming under the same rate as the cases. In this instance it is said the value of the movement is given and entry made at the lower rate of duty on movements while the clocks are fitted up complete and assessed at the higher rate for duty. The tariff is now so com-

plicated that it is little wonder foreign shippers fail to understand just how invoices should be made to conform to its requirements. In the matter of clocks, movements and cases, each pay different rates, and even when the value of each is stated in the invoice, if the movement is screwed into the case it pays the higher rate, but if wrapped up and packed inside the case it pays the lower rate. Why the position of movement and case in the packing box should affect the rate of duty, is what a lot of people who are not foreigners fail to understand.

Mr. J. T. Bolt, Bleury Street, has gone into the manufacture of plain gold goods, such as plain gold rings, chains, etc., for the jobbing trade. Mr. Bolt, who has had considerable practical experience in the manufacture of these lines in Canada, England and the United States, assumes the general supervision of the factory, and this, with the management of his two retail stores, makes him a busy man. He reports business fairly good for the start. It may be necessary to say that this business has no connection with the big factory of Messrs. Bolt & Co. in White's lane.

The appearance of the windows of the jewelers in St. James Street would indicate that the citizens of Montreal are considerably advanced in their tastes for art goods. Bronze and polished brass, and onyx and marble and bisque are moulded and carved into beautiful designs, in fancy stands, figures, statues and statuettes, lamps, clocks, vases, etc., etc. The display made by Messrs. Henry Birks & Co. is very fine, so also is that made by Messrs. Rice Sharpley & Sons.

Mr. Harmon, of the Waltham Watch Co.'s offices, is back from a business trip to the factory. The object of his visit was to secure for his Canadian customers a supply of just such goods as are wanted for holiday trade.

Mr. John H. Jones, of Messrs. John H. Jones & Co., was recently gazetted a Justice of the Peace for the District of Montreal. When called upon to exercise his judicial function the new J. P. may be counted as a "terror to evil doers," and to the opposite, well, just the opposite. So says his record.

The latest to date in the Hayes and wife cases is the granting of an application for separate trial.

Montreal, Nov. 20, 1890.

HOCHELAGA.

## PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

### THE SPRING DETENT OR CHRONOMETER ESCAPEMENT.

(538) The next point is the amount of "lift" we wish to give to the balance, *i. e.*, the angular distance through which the tooth is to carry the roller while giving the impulse. This, we may say, is  $40^\circ$ ; but the impulse pallet must be  $5^\circ$  in advance of the tooth when that drops or starts to move, which we add, making  $45^\circ$  as the angle by which the wheel circle should intersect the circle of the roller. Lay off, from the roller centre, lines  $ad$ ,  $ad$ ,  $45^\circ$  apart and  $22\frac{1}{2}^\circ$  each way from the line  $ad$ . The distance from  $a$  to the crossings of lines  $ad$  and  $ad$  is the radius of the impulse roller; the distance from  $b$  to the same crossings is the radius of the escape wheel. Draw circles passing through these crossings, from  $a$  and  $b$  as centres, and



# ALBERT KLEISER, 14 KING ST. E. TORONTO.

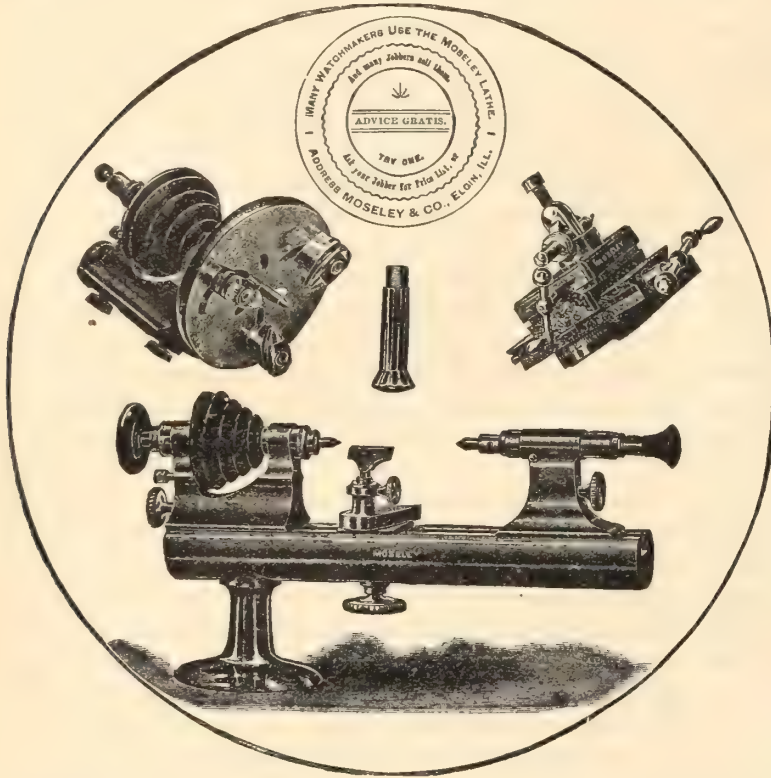
- - Importer of - -

*Watchmakers' Tools and  
Materials.*

*Watch Glasses.*

*Martin Mainsprings  
For Swiss & American Watches.*

*Sole Agent for the Celebrated  
--- Moseley Lathes ---  
for the Dominion.*



## IMPORTANT.

A WATCH MOVEMENT has been manufactured and sold by the Aurora Watch Company of Aurora, Illinois, and is being manufactured and sold by the Illinois Watch Company of Springfield, Illinois, and the Columbus Watch Company of Columbus, Ohio, in which the winding and hands setting train is moved into or out of engagement with the winding wheel or the dial wheels by the longitudinal movement of the stem arbor. Such construction is fully covered by Letters Patent, Reissue No. 10,631, issued August 4th, 1885, which patent is owned by us, as has just been decided by Judge Blodgett of the United States Circuit Court in a suit against the Aurora Watch Company. In such decision the Judge holds that the said patent is a good and valid patent, and that the defendant's movement infringes the same, and orders a perpetual injunction to issue restraining the said company from further infringement. (Similar suits, under the same patent, are being prosecuted in the United States Courts against the Illinois and Columbus Watch Companies for the Infringement of our rights).

The purchase, sale or use of either of the hereinbefore named Watch Movements is in violation of our rights, and we hereby notify the trade that from this time we shall hold each person or firms dealing in such movements directly responsible for the infringement.

(Signed)

R. E. ROBBINS,

T. M. AVERY,

Trustees for the American Waltham and Elgin National Watch Companies.



you have the enlarged size of the roller and wheel, which, being divided by 10, give the actual sizes, allowing a little for freedom. The custom is to have the wheel of the exact size shown; but in making the roller, it is first turned down to the sizes found by the above process, and the subsequent polishing of the edge will give the necessary freedom between it and the teeth of the wheel, as they stand when locked. When the wheel is wiggled, the two teeth  $e$  and  $e'$  should have  $1^\circ$  play with the roller edge. This distance should be such that a fine line of light can be seen between them on looking through. The small circle around  $a$  represents the balance staff.

(539) The point of the impulse pallet at  $f$ , should be exactly in the line of the circumference of the roller; but may be allowed to project out a trifle beyond it if it would still freely clear the points of the teeth in passing them. When examining a completed escapement, should the roller be found a trifle too large or small on comparing with these measurements, its acting size can be altered by moving the impulse pallet in or out as required. Or, if the sizes of the wheel and the roller appear correctly proportioned, but, in laying off the pivot holes in the movement, they have been made closer or further apart than those parts were designed to be, the same remedy may be used. But although this will make the mutual action of the teeth and the impulse pallet correct, it leaves the action of the teeth and the roller edge unsafe in those cases of tripping in which the teeth drop upon the edge instead of passing into the hollow, as will be described in the sections treating of such cases. If the diameter of the roller is more than a mere trifle smaller than the diameter of the circle described by the point of the pallet, a new roller should be fitted, even if the point of the pallet is properly projected for a perfect action with the teeth, for the reason given in section (543). It will also be seen that the pivots in their jewel-holes must be as close as possible, and yet leave perfect freedom of vibration, as any "shake" would cause the pallet to strike the points of the teeth when the watch was held so that the balance would fall towards the wheel; and when it fell from the wheel, the intersection of the wheel and roller circles would be shorter and the lift or angle of impulse lessened.

(540) The front faces of the teeth are inclined at an angle of  $25^\circ$  or  $26^\circ$  from a line running from the points of the teeth to the centre of the wheel, as shown by the dotted line in Fig. 34. The angle of the backs is not material, provided the teeth are not too stubbed. The position of the teeth  $e$ ,  $e'$ , Fig. 34, is that in which they stand while the wheel is locked by the detent pallet,  $p$ , in readiness for  $e$  to give another impulse when the locking pallet is moved back out of the wheel. At that instant, the acting face of the impulse pallet, as already stated, should be  $5^\circ$  in advance of the tooth  $e$ , which brings it at  $z$ , as shown. When the balance is at a free repose, the point of the pallet  $f$ , should be opposite the point of tooth  $e$ . The acting face of the pallet should lie in a straight line running from its point to the centre of the roller, which, with the stated inclination of the front face of the teeth, causes the surfaces of tooth and pallet to coincide, or nearly so, at the moment of contact, and prevents either the blunting of the teeth or the digging of the pallet point into their front faces.

(541) To allow the intersection of the teeth in the roller circle while passing the line of centres, there must of course be

a hollow in the roller edge. This hollow must be deep enough to give the teeth free passage without their points touching, and wide enough to prevent any possibility of a tooth striking the roller edge, at or before the point  $i$ , instead of passing into the hollow. This fault is one of the principal causes of the tripping of chronometers. The rule is to give the hollow a width equal to the amount of the lift, or a little more, and to have two-thirds of this hollow in front of the impulse pallet face, and one-third back of it, as shown. It is not really necessary to have any hollow back of the pallet, as chronometers are extensively made with the roller cut as at  $h$ , on the left, the flat wall of the notch in the roller itself, at  $h$ , serving instead of a regular pallet. The width of this cut should be  $30^\circ$ , as before stated.

(542) At  $k$  and  $l$  are shown examples often found, of pallets improperly placed. At  $k$  the pallet does not have its acting face in a line from the centre of the roller, but such a line will pass through the centre of the pallet, while its face slopes back from a line running from the centre  $a$ , to its front upper corner, or to its point. The effect of this is to blunt the points of the teeth and lessen the safety of their locking on the pallet  $p$ , besides allowing the wheel when locked to stand further advanced to the amount that the points are blunted; so that the tooth  $e$  will stand so near the roller as to be liable to catch the point of the pallet as it passes, or rub on the roller edge. The point of the pallet, as shown at  $k$ , is also nearly at the centre of the hollow, instead of being placed as previously directed. At  $l$  the pallet is in a still worse position, and its point also is near the middle of the hollow. The hollows at both  $k$  and  $l$  are only about  $30^\circ$  in width. It should be understood that only the hollow at  $i$ ,  $i'$ , is used, the others being shown merely as examples of constructions to be avoided.

(543) The necessity of locating the point of the pallet in the hollow as directed in (541), is this: Supposing the unlocking to be properly effected, the pallet is at  $f$  when the escape wheel is freed. But a certain time must be occupied by the starting of the train and the tooth  $e$  getting up a motion sufficiently rapid to overtake the pallet. During this time, while the wheel is getting under way, the balance is moving at its utmost speed, being near the centre of oscillation, and carrying the pallet from the tooth. So that the pallet might easily reach the line of centres,  $ab$ , or beyond, before the tooth dropped upon it to give the impulse, or even got fairly started. This would make the tooth  $20^\circ$  or  $25^\circ$  behind the pallet, and if the roller hollow, from the pallet face to  $i$ , is too short, the tooth will not pass into the hollow at all, but strike the outside of the roller at or back of  $i$ . As the motion of the roller is in the same direction as the pressure of the tooth, the result is a tendency of the parts to try to pass, and in consequence, to force each other away, and thus the pivots of the balance and the escape wheel pinion are liable to be bent or broken off. Where this defect is present, (a faulty hollow), the watch is more likely to trip when the motion of the balance is increased, as that carries the pallet from the tooth more rapidly. It may frequently be detected by simply shaking the watch to enlarge the vibration of the balance. In an escapement with this fault, when examining the wheel and roller action by moving the balance *slowly*, the tooth may drop at  $5^\circ$  upon the pallet, as it should, and yet the watch may be an inveterate tripper when running.





# THE AMERICAN WATCH CASE CO.

## KEEP YOUR EYE ON OUR REGISTERED TRADE MARKS.

### CAUTION.



As some misapprehension seems to exist amongst the retail trade regarding the Watch Case Factories of Toronto, and their products, we deem it but fair to ourselves and the jobbers who handle our cases, that they should be placed in the hands of the trade distinctly upon their own merits as the product of the American Watch Case Company, which has always been sold exclusively to the legitimate jewelry trade.

Every retailer is aware that there is now more than one company manufacturing watch cases in Toronto.

As the product of these factories is commonly spoken of as "*Toronto Cases*," it will be readily seen that a false impression may unknowingly be conveyed by a salesman selling these goods, and it is to correct this that we make the following announcement:

EVERY Gold Filled Case made by our Company bears our registered trade mark of "*A Winged Wheel*," and every Gold or Silver Case made by us bears our registered trade mark of "*A Maltese Cross*."

An experience of five years has satisfied the jewelry trade of Canada that every case bearing one of our trade marks, is just what it is represented to be and nothing else. The Company therefore respectfully ask the trade when they are buying watch cases to examine the stamps thoroughly, and see that they bear one of our trade marks as shown herewith, *as they absolutely refuse to guarantee any case which is not so stamped.*

**THE AMERICAN WATCH CASE CO.,**

67 Adelaide Street West,

**TORONTO.**



When you purchase a Gold Filled Case examine it carefully and see that it bears our Trade Mark of a "*Winged Wheel*." We guarantee no others.



When you purchase an 18 K. Gold Case examine it thoroughly and see that it bears this Trade Mark. We guarantee no other.



Every 14 K. Gold Case made by the A. W. C. Co., bears this well-known Trade Mark. Look for it. We guarantee no other.



Our "*Lion*" Gold Cases are universally admitted to be the best cheap Gold Case ever made. None are genuine without this Trade Mark. Look for it.



With the exception of our N. P. every Silver Case we manufacture bears this Trade Mark. No others equal them in quality. If they bear this impress you will be safe in buying them.



Our "*PREMIER*" 14 K. Gold Filled Screw Dust Proof Case is the cheapest and best in the world. You are perfectly safe in guaranteeing them to your customers and there is money in them for you.

## 67 ADELAIDE STREET WEST, TORONTO.

## LOOK FOR OUR STAMP IN EVERY CASE OF OUR MAKE.



(544) But, with 30 of hollow between the pallet and  $i$ , there is no danger of the tooth failing to enter the hollow—provided the unlocking mechanism is correct. The dotted line at  $h$  shows the form of hollow found in many chronometers, and it is hardly necessary to add that such watches are very liable to trip. When a hollow is nearly correct, and the main spring rather weak, so that the wheel starts off sluggishly, tripping is very apt to occur. In such cases an improvement can be made by keying up the mainspring or putting in a stronger one. This alteration of the motive force will probably disturb the adjustment of the hairspring for isochronism, (133), which should then be tested, (100 to 104), and, if affected, the proper corrections made (136 to 142).<sup>\*</sup> But, if the train is in good condition, and the mainspring of proper strength for it and for the balance, the hollow must always be enlarged, if that will make the whole of the wheel and roller action correct. If not, a new roller must be fitted, which will conform to previous directions. The width of the hollow, and the place for the pallet, can be marked off on paper, with the angle protractor, and thence transferred to the roller.

(545) In making a new roller, it is better not to pattern after the old one at all, but draw out the wheel and roller action in full, and thus get the sizes as they should be. First lay off the enlarged centre distance as in (537). Supposing the wheel to be correct, we measure its diameter very accurately. (see directions for measuring wheel with fifteen teeth, (502), in the duplex escapement), halve it for the radius, increase that ten times, and from  $b$  draw the wheel circle, as in Fig. 34. Next lay off the  $24^\circ$  lines,  $bc$ ,  $bc$ , and from  $a$  as a centre draw a circle passing through the crossings of these lines and the wheel circle. The diameter of this latter circle, divided by ten, gives the correct size of roller for that wheel and centre distance. Draw the lines  $ad$ ,  $ad$ , from  $a$  through the same crossings, and you have the angle of lift,  $dad$ , (340), given by that wheel and roller, which can be ascertained by measurement with the protractor. The portion of the roller circle included between these crossings from  $e$  to  $e'$ , is the proper width for the hollow.

(546) This process can be reversed, if it is desired to select a new escape wheel suitable for the centre distance and the old roller, when it is known to be correct. Lay off the centre distance as before, draw the  $24^\circ$  lines,  $bc$ ,  $bc$ , (537), measure the diameter of the roller, increase it ten times, and draw the roller circle; then through the crossings of that circle and lines  $bc$ ,  $bc$ , draw a circle from  $b$  as a centre, and this circle will give the size of wheel required. The escape wheel and the roller are made of equal thickness, or at least the wheel and the pallet, and should be at the same level. For remarks upon the drops of the escape wheel upon the impulse pallet, and from that upon the locking pallet, see wheel and detent action. Of course all the surfaces of the roller must be perfectly polished, especially the circumference.

<sup>\*</sup>It may be well to state, for the benefit of those who have not the back numbers of THE TRADER with the earlier portions of "Practical Hints," that when references are made to sections previous to (276) they can only be found complete in the *Practical Treatise on the Balance Spring and the Compensation Balance*.

## A NEW WAY TO SWINDLE JEWELERS.

A NEW scheme to victimize retail jewelers has been devised in New York. It operates better than doctored diamonds and the originator comforts himself with the belief that it is not within the pale of the law.

A young man enters a jewelry store, and after pushing his elbow through the show-case begins to apologize to the owner for the alleged accident, and argues that the glass must have been very thin. When he professes the utmost sorrow for the occurrence the jeweler demands reimbursement for his loss, but the man claims that he has no money with which to pay. As he speaks the victim notices a \$20 bill peeping from the stranger's pocket, and in an instant has snatched it and is handing the man \$17 in change, saying as he does so that he has deducted \$3 for the damage. The swindler appears satisfied and leaves the store with a sorrowful expression on his countenance.

Presently while congratulating himself on the outcome of the transaction the jeweler thinks that it suited his visitor too well and takes another look at his cash, and then discovers that the bill he has taken was one of \$2 raised to \$20. This game was recently successfully operated, and when arrested the swindler claimed that he had committed no crime, as the bill had been taken from his pocket. Perhaps the United States authorities will entertain a different opinion, as raising a Treasury note is counterfeiting—*Ex.*

## GUNS OF GOLD AND A CARPET OF GEMS.

W. S. Caine writes thus from India of his visit to the Maharajah of Baroda, "We were taken to the old palace, in the heart of the city, to see the treasure room. Two huge cheetahs, carefully muzzled, used for hunting bucks, were on the palace steps. The regalia of Baroda is valued at £3,000,000 sterling. We were first shown the jewels worn by the Maharajah on state occasions.

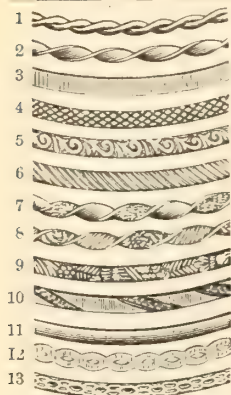
"These consist of a gorgeous collar of 500 diamonds, some of them as big as walnuts, arranged in five rows, surrounded by a top and bottom row of emeralds of the same size: the pendant is a famous diamond called 'The Star of the Deccan.' An aigrette to match is worn in the turban; then followed strings of pearls of perfect roundness, graduated from the size of a pea to that of a large marble; wondrous rings, necklaces, clusters of sapphires and rubies as big as grapes.

"The greatest marvel of all is a carpet, about ten feet by six, made entirely of strings of pure and colored pearls, with great central and corner circles of diamonds. This carpet took three years to make, and cost £200,000. This was one of Khande Rao's mad freaks and was intended to be sent to Mecca to please a Mohammedan lady who had fascinated him; but the scandal of such a thing being done by a Hindoo prince was too serious, and it never left Baroda. We were also taken to see two guns, weighing 280 pounds each, of solid gold, with two companions of silver, the ammunition wagons, bullock harness and ramrods all being silver."



## CHILDREN'S RINGS.

Children's Rings to sell well must be DURABLE, NEAT and CHEAP. This assortment of nice chased patterns is exactly the thing that is wanted, and particularly at this season of the year are in great demand. They are full 9k. Gold, and made in sizes from 5 down to a little less than 1. Price, \$4.20 per doz., or 2 doz. for \$8.00.



## BANGLE BRACELETS.

Solid Silver in 13 taking patterns, assorted as desired. The illustration does not do them 1 doz. justice; they look much prettier. Try a dozen and you will order more.  
\$2.30, 2 doz. \$4.50, 3 doz. \$6.60.

## FRIENDSHIP, BANGLE AND INITIAL RINGS.

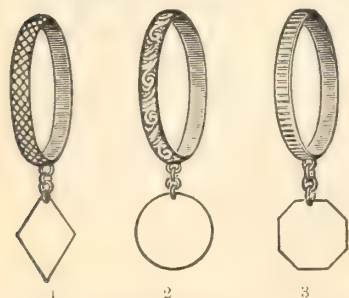
We had not intended to advertise these rings this month but the increasing demand has made it necessary. To those who have not tried them yet we would say, we do not think anything was ever offered before that sold as well, and we think that ours are heavier, better finished, and nicer patterns than any other make.

Solid Silver, with bangles, \$1.60 per doz., with initials, \$2.10 per doz.

Solid Gold, 9k., with bangles or initials, \$7.20 per doz.

Initials can be had without the rings at, Gold \$1.50 per doz.; Silver 70c. per doz. In this way a full stock can be carried at light expense.

We have a full stock of these Goods on hand and will forward promptly on receipt of order.



**G. H. LEES & CO.,** MANF'G JEWELERS, WATCHMAKERS & ENGRAVERS, **HAMILTON.**

# NEW GOODS.

Our new "Series N" (4 Size) and "Series K" (18 Size), Six Jewels and Independent Balance Bridge, encased in our new Aluminum Bronze, **HEAVILY GOLD PLATED** Cases, are now ready.

To insure fulfilment this year, orders must be sent in at once. These goods are by far the best value ever offered in Canada.

**THE WATERBURY WATCH CO.,**

81 KING STREET EAST,

TORONTO, ONT



## W. F. DOLL.

The subject of this sketch, Mr. W. F. Doll, of the City of Winnipeg, Manitoba, is not only one of the youngest, but one of the most enterprising wholesale jewelers in the Dominion of Canada, having been born in the City of Stutgardt, Germany, on February 10th, 1859. His father, Wm. Doll, was a son of Frank Doll, a well-known watch case manufacturer of that city, and a brother of Frank Doll, jr., of Cincinnati, Ohio, known throughout the United States as the first manufacturer of watch cases west of New York City. Mr. W. F. Doll's father was a practical watchmaker and a thorough master of his trade, who finding the old Fatherland too cramped for the proper exercise of his energies, emigrated to America, and after looking around for a suitable place for the pursuit of his calling decided upon the City of Toronto, in which place he located in 1864, where he was joined by his family about a year later. Soon after this Mr. Doll, sr., decided to remove to Prince Albert—then a rising town, but since amalgamated with Port Perry and commence business there on his own account. The venture proved a success, and though Mr. Doll has long since "gone to join the majority," the old business is still continued by Mrs. Doll, who subsequently married Mr. John Diesfield the well-known jeweler of that place.

It was at Port Perry that W. F. Doll passed his boyhood, and received a good common school education. At the age of 14 he was placed at the bench in order to learn the intricacies of watchmaking, and there he put in three years of honest conscientious work, during which he thoroughly mastered his business.

In the summer of 1876, at the age of 17, he determined to leave home and strike out for himself. After a fruitless search for employment, he finally stranded at Shelbourne, then a new town on the Toronto Gray & Bruce Railway, with just fifteen cents in his pocket. Not being able to buy a regular meal with the remnant of his fortune, he called up his nerve, jingled his fifteen cents in his pocket and engaged the best room in the hotel with board for two weeks. Next day he rented bench room in a boot and shoe store near the hotel for \$3 a month, and at once commenced to take in all the work he could get in the way of cleaning and repairing watches, clocks, jewelry, etc. At the end of two months he had earned enough money to pay all expenses, and have about \$10 to the good, but being tired of the town he pulled up stakes and shifted his quarters to Flesherton, a small town a few miles further north on the same line of railway, in which place he landed on the 7th February, 1877, with a net capital of \$7 in hard cash.

Here he was fortunate in at once winning the friendship of Mr. M. Richardson, a general merchant of that town, who not only took a fatherly interest in the young lad, but invited him

to make his house his home, a kindness that helped him materially and that has never been forgotten by the recipient.

Business prospered so much with Mr. Doll that he soon after decided to open branch stores in the surrounding villages under competent management, as rapidly as his capital would justify the investment. By the year 1882, in addition to his fine store and stock in Flesherton, he had branches operating in Dundalk, Markdale, and Chatsworth. During this year he conceived the idea of importing his own goods direct from the European markets, and for this purpose he crossed the ocean and effected all the necessary arrangements. While in Europe he decided that on his return home he would sell out all of his retail stores and devote himself exclusively to the wholesale jewelry business.

The Spring of 1883 found him located in Toronto in a small room over the American Express Company's office on Yonge Street. From this place as his headquarters he travelled on his own account all over the northern part of Ontario, and succeeded in building up a very snug little business and making considerable money for himself.

In January of 1886, after fully investigating the prospects for trade in the North-west, he decided to settle down in the young and pushing City of Winnipeg, Manitoba, feeling satisfied in his own mind that it was destined in the near future to become not only the political and commercial metropolis of its own province, but one of the largest and most prosperous cities on the North American Continent.

His first location was at 525 Main Street, where he had commodious offices on the second floor. As his business enlarged from year to year, he soon found these premises too small for him, and therefore on February of the present year decided on purchasing the magnificent warehouse, 433 and 435

Main Street, which he now occupies, and of which we shew an illustration in this article.

Mr. Doll carries a large and varied stock of watches, diamonds, clocks, English and American solid gold and rolled plate jewelry, fire gilt and gilt jewelry, electro-plated flat and hollow ware, optical goods, watch material of all kinds: in fact he carries almost everything demanded by the trade. He also does watch repairing for the trade and employs quite a staff of experienced workmen in this department.

Soon after Mr. Doll removed to Winnipeg, he married Miss Hattie Higginbotham, only daughter of Mr. John Higginbotham, of Bowmanville, Ontario. Their recently purchased private residence is one of the handsomest and most complete in Winnipeg.

In addition to his warehouse and private residence in Winnipeg, Mr. Doll has made extensive purchases of farm lands throughout Manitoba, being thoroughly satisfied that it



W. F. DOLL.





GEO. P. WAGNER.

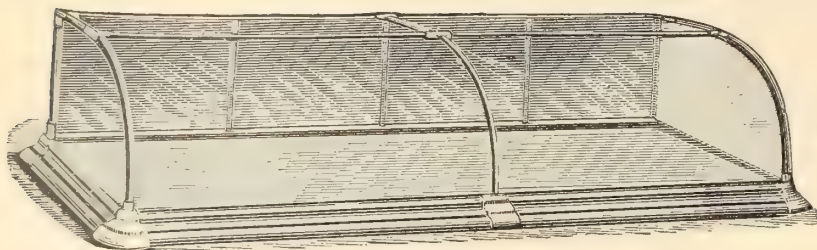
CARL ZEIDLER.

D. C. WAGNER.

# DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.

(FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description of Nickel, Silver, Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

Show Rooms, Head Office and Factory: West Toronto Junction, Ont.

## The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES  
ORIGINAL  
DURABILITY  
GUARANTEED.



# J.G.C. & CO.

FINISH ALL  
THAT  
COULD BE  
DESIRED.

(TRADE MARK.)

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

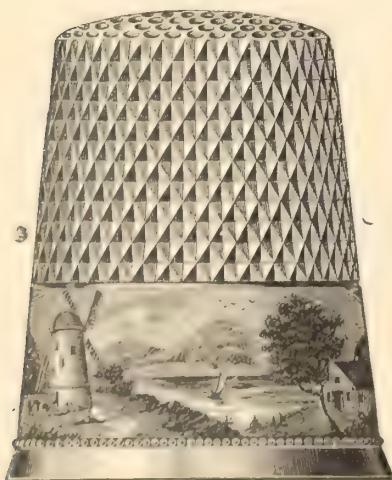
## J. G. CHEEVER & COMPANY,

NORTH ATTLEBOROUGH, MASS., U.S.A.

# SIMONS BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

*Canes, Thimbles, Jewelry, Chains, Umbrella Mountings*



## WATCHES AND DIAMONDS

Established 1840.



611 &amp; 613 Sansom St.,

618 Chestnut St.,

PHILADELPHIA, PA.

N.Y. Office, 20 Maiden Lane.

Address all Orders to Factory.

*Our Canes and Thimbles for sale by  
Leading Jobbers.*



No. 573. 7/8 in.



will only be a few years before that province will be universally known as the "gilt-edged province of the Dominion," and the granary of the World.

Mr. Doll is a gentleman of unbounded energy, and has the utmost confidence in his own judgment and resources. That this confidence has not been misplaced is evidenced from the success which has attended his business career. He is of a very independent disposition, and it is his boast that during the fourteen years he has been engaged in business on his own account, he has never had financial assistance from any one to the extent of a single dollar.

In New York, Mr. Doll is known as the "Polar Bear Jobber," on account of his place of business being located nearer the North Pole than any other wholesale jeweler in America. He is a keen, shrewd, buyer, who does not hesitate about the size of the lines he purchases provided there is "snap" enough in the transaction to make it interesting for him. From the foregoing sketch of his career, it will be readily seen that Mr. Doll has more than the ordinary amount of perseverance and ability, and that his success is not the result of chance, but of a steadfast determination to overcome every obstacle and reach the goal of his youthful ambition. That he has single-handed, and under such disadvantageous circumstances, succeeded in becoming one of the most prosperous of our Canadian wholesale jewelers is greatly to his credit, and furnishes an example for others in the craft which may be studied with profit.

### HOW IT DOES NOT PROTECT.

It is often asserted, that it would be a good thing for Canada if we had a Government Assay Office the same as in Great Britain, at which all jewelry and silverware over a certain quality would have to be assayed, and whose stamp would be a guarantee to the public of the quality of the goods. That this idea is fallacious we have pointed out on more than one occasion, for we contend that the public are just as safe in buying the goods bearing the name or trade mark of some well-known or reputable maker as if they bore the English Hall Mark. Indeed as things go, they are much safer, because no maker of any repute will ever put his own trade mark upon debased goods, while that temptation is always present in the mind of the unscrupulous guild manufacturer, who sees money in a successful attempt to get ahead of the assay officer by means of the guild stamp. As an illustration of how this works we find in the last issue of the *Jeweler and Silversmith*, an account of the trial of Edward M. Evans & Son of Birmingham, for adding enough solder to hall marked bangle bracelets as to reduce them from 9 k. which they were stamped to less than 6 k. by actual assay. The fraud was accidentally discovered before the goods reached the public, but any one can see that had these fraudulent goods been offered to the public, the hall mark which they bore would have been looked

upon as a certain guarantee of quality, and therefore the assay office would have been unknowingly and unwittingly a party to the swindle. As will be seen by the subjoined public letter of apology, the makers not only had to pay the assay office over \$1,100 as a fine, but had to abide the result of a civil action for damages by the firm to whom they sold the goods. Verily the way of the transgressor is hard, even in this world—when he is found out. The apology to the assay office is a curiosity in its way and we give it below for the benefit of our readers :

#### BIRMINGHAM ASSAY OFFICE

TO THE GUARDIANS OF THE STANDARD OF WROUGHT PLAT IN BIRMINGHAM.

Whereas I, the undersigned, EDWARD M. EVANS, trading as "EDWARD M. EVANS AND SON," of Northampton Street, Birmingham, Manufacturing Jeweler, hereby admit that additions have been made to certain Gold Wares manufactured by me—namely, Gold Bracelets—after such wares had been assayed and marked by you, by an undue quantity of solder being added to such wares, such additions being contrary to the Statute in force with reference to the assay of Gold and Silver Wares. Now I beg to say that such additions were made by my workmen without my instructions, quite unknown to me personally until my attention was called to the matter by one of my customers. I hereby APOLOGIZE to you for the Offences so committed. If you will waive proceedings against me I agree to pay you, by way of penalty, and for the costs and expenses you have incurred, the sum of Two hundred and twenty-five pounds; and I also undertake that I will not hereafter make any additions, by adding any undue quantity of solder or otherwise, to any Articles made by me after the same have been assayed and marked at your Office.

I further Agree that you may Publish this Apology in such a way as you may think desirable

Dated the 27th day of October, 1890.

EDWARD M. EVANS.

Witness—THOMAS MARSTON, Clerk to Sir Thomas Martineau, Law Clerk to the Birmingham Assay Office.



W. F. DOLL'S WAREHOUSE.

### THE CROWN OF BRITAIN'S QUEEN.

Queen Victoria's crown, kept with other royal regalia under strong guard at the Tower and worn only on state occasions, is one of the most costly insignias now in existence.

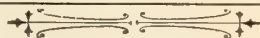
To begin with, there are twenty diamonds around the circlet or head band, each worth \$7,500, or \$150,000 for the set. Besides these twenty there are two extra large centre diamonds, each valued at \$10,000, making \$20,000 more; fifty-four smaller diamonds, placed at the angles of the others, each valued at \$500; four crosses, each worth \$60,000, and composed of twenty five diamonds; four large diamonds on top of crosses, each having a value of \$5,000; twelve diamonds in the fleur-de-lis, \$50,000; eighteen smaller diamonds contained in the same, \$10,000; pearls, diamonds and rubies upon arches and circlets, not mentioned before, \$50,000; also 141 small diamonds, formed in roses and monograms, \$25,000; six diamonds in upper crosses, \$15,500; two circles of pearls about the rim of the head piece, \$15,000 each.

The total money value of this relic in any jeweler's market in the world would be at least \$600,000, metal and all included.



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# SELECTED MATTER.

## THE COINERS.

A LIFE SAVED BY COUNTERFEIT MONEY.



**D**URING the year 1848 the West was flooded with counterfeit coin. It was so well manufactured that it passed readily. The evil at last became so great that the United States authorities requested that a skillful detective might be sent to ferret out the nest of coiners. I was fixed upon to perform that duty.

I had nothing to guide me. The fact, however, that Chicago was the city where the counterfeit

coin was the most abundant led me to suspect that the manufactory might be somewhere within its limits. It was therefore to the capital of the West that I first proceeded. I spent five weeks in that beautiful city, but without gaining the slightest clue of the counterfeiters.

I began to grow discouraged, and really thought I should be obliged to return home without having achieved any result. One day I received a letter from my wife requesting that I would send her home some money, as she was out of funds. I went into a bank and asked for a draft, at the same time handing a sum of money to pay for it in which there were several half dollars. The clerk pushed three of the half dollars back to me.

"Counterfeit," said he.

"What," said I, "do you mean to tell me those half dollars are counterfeit?"

"I do."

"Are you certain?"

"Perfectly certain. They are remarkably well executed, but they are deficient in weight. See for yourself."

And he placed one of them on the scales against a genuine half dollar on the other side. The latter weighed down the former.

"That is the best executed counterfeit coin I ever saw in my life," I exclaimed, examining them very closely. "Is all the counterfeit money in circulation here of the same character as this?"

"Oh, dear, no," replied the clerk, "it is not nearly so well done. These are the work of Ned Willett, the famous New York counterfeiter. I know them well, for I have handled a great deal of it in my time. Here is some of the money that is in circulation here," he added, taking several half dollars from a drawer. "You see the milling is not nearly so perfect as Ned Willett's, although it is pretty well done, too."

I compared the two together and found that he was right. I supplied the place of the three counterfeit half dollars with good coin and returned the former to my pocket again.

A few days after this I received information which caused me to take a journey to a village situated about thirty miles from Chicago. I arrived there at night and took up my quarters at the only tavern in the place. It was a wretched dwelling and kept by an old man and woman, the surliest couple I think it has ever been my lot to meet. In answer to my inquiry as to whether I could have lodging there for the night I noticed that the host gave a peculiar look at his wife, and after some whispering I was informed in the most ungracious manner possible that I could have a bed.

I have frequently in the course of my life been obliged to put up with wretched accommodation, so I did not allow my equanimity of temper to be destroyed by the miserable fare set before me, and the still more miserable sleeping apartment into which I was ushered after I had concluded my repast.

The chamber was small in size, and was certainly well ventilated, for I could see the stars peeping through the roof. The bed was simply a bag of straw thrown into one corner of the room, without sheets or covering of any kind. This last fact, however, was not of much consequence, as it was summer time and oppressively hot.

I stood for more than an hour gazing out of the opening which served for a window. Before me was spread an immense prairie, the limits of which I could not see. The tavern in which I had taken up my abode appeared to be isolated from all other dwellings, and save the croak of the tree frog and the hum of the locust not a sound reached my ears. It was a beautiful moonlight night and so bright that I could see to read the smallest print.

At last I began to grow weary, and throwing myself on my pallet I was soon plunged into a deep slumber. How long I slept I know not, but I was awakened by a dull sound, which resembled some one hammering in the distance. I suppose it was the peculiarity of the sound which woke me, for it was by no means loud, but conveyed to me the idea of some one striking iron with a muffled hammer. I rose up from my bed and went to the window. The moon was low in the Western horizon, by which fact I knew it must be near morning. The sound I have referred to reached me more distinctly than when in the back part of the chamber. It appeared to come from some outhouses which were situated about a hundred yards from the house.

Now I am naturally of an inquiring mind, and this sound, occurring as it did in the middle of the night, in such a remote-out of the way place, piqued my curiosity, and I felt an irresistible desire to go out and discover the cause of it. This desire, as the sound continued, grew upon me with such intensity that I resolved to gratify it at any price.

I put on my boots, the only articles of attire I had discarded, and cautiously opening the door of my chamber noiselessly descended the rickety staircase. A few steps brought me into the lower apartment, which I found entirely deserted. I crept quietly to the door, and unfastening it without making the slightest noise was soon in the moonlight.

Not a soul was visible, but the sound still continued and grew more distinct as I approached the place from whence it proceeded. At last I found myself before a long low building, through the crevices of which I could see a lurid glare issuing.



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concerning "Plated Seamless Wire."

Wire made with gold solder presents a

## PERFECT GOLD SURFACE

And is practically Seamless.

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## THE IMPORTANT THING IS QUALITY.

*WHAT IS THE THICKNESS OF GOLD USED?*

*THAT IS WHAT CONCERNS THE CONSUMER.*

---

## QUALITY ASSURED, TROUBLE AVOIDED

If you use the

## R. F. S. & CO.

## ROLLED GOLD PLATED CHAINS.



I stooped down and peered through the keyhole, and to my extreme surprise I saw half a dozen strong looking men, with their coats off and sleeves turned up, performing a variety of strange occupations. Some were working at a forge, others were superintending the casting of moulds, and some were engaged in the process of milling coin. In a moment the whole truth burst upon me. Here was the gang of counterfeiters I was in search of, and the landlord and his wife evidently belonged to the same band, for in one corner I perceived them employed, the man polishing off some half dollar pieces just turned from the mould, while the woman was packing the finished coins into rolls.

I had seen enough, and was about to return to my apartment again when suddenly I felt a heavy hand placed on my shoulder, and turning my head round, to my horror found myself in the grasp of as ill-looking a scoundrel as ever escaped the gallows.

"What are you doing here, my good fellow?" he exclaimed in a gruff voice, giving me a shake.

"Taking a stroll by moonlight," I replied, endeavoring to retain my presence of mind.

"Well, perhaps you'll just take a stroll in here, will you?" returned the ruffian, pushing open the door and dragging me in after him.

All the inmates of the barn immediately stopped work, and rushed towards us when they saw me.

"Why, what's this?" they all exclaimed.

"A loafer I found peeping outside," said the man who had captured me?"

"He's a traveller who came to the tavern to-night and asked for lodgings; the last time I saw him he was safe in bed," said the landlord.

The men withdrew to a corner of the apartment, leaving one to keep guard over me. I soon saw they were in earnest consultation, and they were evidently debating some important question. The man keeping guard over me said nothing, but scowled fiercely. I had not uttered a single word during all the time I had been in the barn. I was aware that whatever I might say would in all probability only do more harm than good, and it has always been a maxim of mine to hold my tongue when in doubt. At last the discussion seemed to be settled, for the blackest and dirtiest of the whole came forward, and without any introduction exclaimed:

"I say, stranger, look here—you must die!"

I did not move a muscle, or utter a word.

"You have found out our secret, and dead men tell no tales."

I was still silent.

"We give you ten minutes to say your prayers, and also allow you the privilege of saying whether you will be hanged or shot."

Suddenly an idea struck me. I remembered something that might save my life. I burst into a violent fit of laughter, in fact it was hysterical, but they did not know that. They looked from one to the other in the greatest amazement.

"Well, he takes it mighty cool, anyhow," said one.

"I suppose he don't think we are in earnest," said another.

"Come, stranger, you had better say your prayers," said the man who had first spoken, "time flies."

My only reply was a burst of laughter more violent than the first.

"The man's mad!" they exclaimed.

"Or drunk," said some.

"Well, boys," I cried, speaking for the first time, "this is the best joke I ever seed. What, hang a pal?"

"A pal—you a pal?"

"I ain't nothing else," was my elegant rejoinder.

"What's your name?"

"Did you ever hear of Ned Willett?" I asked.

"You may be certain of that. Ain't he at the head of our profession?"

"Well, then, I'm Ned Willett."

"You Ned Willett?" they all exclaimed.

"You may bet your life on that," I returned, swaggering up to the corner where I had seen the old woman counting and packing the counterfeit half dollars.

Fortune favored me. None of the men present had ever seen Ned Willett, although his reputation was well known to them, and my swaggering, insolent manner had somewhat thrown them off their guard, yet I could plainly see that all their doubts were not removed.

"And you call these things well done, do you?" I asked, taking up a roll of the money. "Well, all I can say is that if you can't do any better than this you had better shut up shop, that's all."

"Can you show us anything better?" asked one of the men.

"I rather think I can. If I couldn't I'd go and hang myself."

"Let's see it," they all cried.

This was my last coup, and one on which my life depended.

"Look here, gentlemen," I exclaimed, taking one of the counterfeit half dollars from my pocket which had been rejected at the bank, "here is my last job, what do you think of that?"

It was passed from hand to hand, some saying that it was no counterfeit at all, others saying that it was.

"How will you prove it is a counterfeit?" asked one of the men.

"By weighing it with a genuine one," I replied.

This plan was immediately adopted and its character proved.

"Perhaps he got this by accident," I heard one of the men whisper to another.

"Try these," said I, taking the other two from my pocket.

All their doubts now vanished.

"Beautiful!" exclaimed some. "Splendid!" said others.

When they had examined it to their satisfaction they all of them cordially shook me by the hand, every particle of doubt having vanished from their minds. I carried out my part well. Some questions were occasionally asked me involving some of the technicalities of the business; these, however, I avoided by stating that I was on a journey of pleasure and would much rather drink a glass of whisky than answer questions. The whisky was produced and we made a note of it, and it was not until morning had dawned that we separated.

The next day I returned to Chicago, and brought down the necessary assistance and captured the whole gang in the very act. The den was broken up forever, and most of them were condemned to serve a term of years in the State prison.

I have those counterfeit half dollars still in my possession, and intend never to part with them, for they were certainly the means of saving my life. *A New York Detective in Yankee Blade.*



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## A MILLION WON AND LOST.



SONORA, Toulumne County, California, says "Prospector" in *The Great Divide*, was at one time the liveliest and richest mining camp in the Golden State. Gold was found even in the very streets, and the supply seemed to be inexhaustible. For the past few years, however, the town has been declining. One of the best known characters of the town, and who may be seen any

day leaning up against some post and gazing into space, as if he had no further use for the scenes about him, is a Frenchman by the name of Duvoll. Duvoll is about fifty-six years old and is a very fair specimen of the "busted miner" type so prevalent among the mining districts of the Pacific slope. No one would suppose by looking at him that only a few years since he counted his gold by the hundred of thousands, yet such is really the case. Duvoll sprang into wealth and prominence in the Fall and Winter of 1884-5. He made in those few months something like \$1,350,000. To-day he hasn't a cent to his name. It happened this way: About four miles from Sonora some men were sinking a prospect shaft, when they struck a rich "pocket," yielding some \$30,000 or more in gold. They "drifted" about after that in the hope of finding more, but concluded finally that there was no more in it. Duvoll had been prospecting around and working in the mines, and had saved about \$400. He had heard of this pocket, and, thinking it a good "spec," offered the men his \$400 for their claim, which offer they jumped at, thinking Duvoll crazy to want to work the claim any further. This didn't seem to "phase" Duvoll any, for he went to work steadily, and day after day for about a month he wielded his pick and shovel at the bottom of the shaft, until (the ground he was working in was a soft, decomposed quartz) he found a narrow thread of quartz showing a considerable quantity of free gold. That night Duvoll procured some heavy timbers and some lumber and built a cabin over the shaft. A nephew of his was called to his assistance, and one of them was always at the cabin for a period of six months. That narrow streak of quartz soon began to widen and the gold became more plentiful, until an ore chamber was reached, containing perhaps the greatest amount of gold in a given space that was ever discovered. The gold was taken out in bucketfuls. At every stroke of the pick great chunks of quartz, that were almost solid masses of gold would be loosened, and this was kept up until they had taken out some 9,000 pounds, which yielded upward of \$1,000,000. This sort of thing, of course, could not last always, and so when the "find" petered out Duvoll and his nephew went down to San Francisco to invest their money and enjoy themselves. The nephew had, I believe, a tenth interest in the pocket. A million dollars wasn't enough for Duvoll, and in order to increase his pie he took a "flyer" at stock speculation. He took several "flyers," in fact, and so did his nephew. In about sixty days his nephew was "busted," and Duvoll's pile had been diminished to about \$300,000. Du-

voll's next step was to invest about \$150,000 in dwelling property on Haight street, San Francisco. He then returned to Sonora. After several disastrous mining speculations he was induced to go into a big irrigation scheme, which almost broke him, and compelled him to mortgage his San Francisco property. After a number of other ventures this property went by the board, and Duvoll, without even his original \$400, found himself skirmishing about Sonora for a job at \$3 a day.

## THE SULTAN'S CURIOSITIES.

One cannot be surprised to hear that the Sultan thinks of turning his innumerable curiosities into money. Those who have been allowed to visit the Bar-es-Saadet and St. Irene—a rare privilege nowadays—have been wondering ever since, probably, what motive or superstition has checked His Majesty so long. Nor is it altogether surprising that a London jeweler of position should hesitate to accept the charge of valuing these miscellaneous hoards—a dozen experts of the most consummate assurance would find more than they could deal with there. One thing is certain—that nobody can form an idea how much this astonishing collection is worth. We may suppose, from the choice of a jeweler to advise him, that the Sultan puts most value on his gems. Certainly they are so many and so huge that all the crown treasures of Europe could not equal the display—if only they are genuine.

But there is grave doubt on that question, to begin with. Since the gates have been closed to all but a few favored visitors, there has been no effective supervision of the guardians, who, it must be supposed, are not paid more punctually than other officials. It was on their complaint of purloining strangers that the old facilities were withdrawn; and some think that they had a motive quite different from honest indignation in that protest.

When those museums are overhauled, however, thousands of objects more precious than gold or jewels will be unearthed. As an instance, a Hebrew succeeded in stealing three old helmets from St. Irene just before the doors were closed, and sold them to an English gentleman resident at Peru for less than a hundred francs apiece. This gentleman parted with one for more than a thousand pounds.—*Ex.*

## BURIED GOLD.

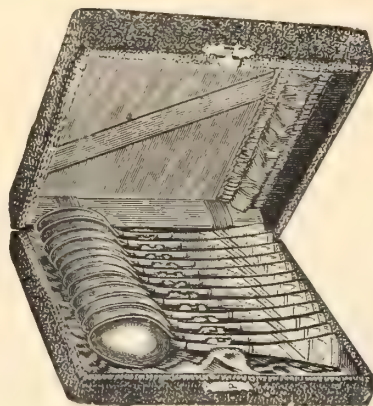
French statisticians are making a curious calculation of the amount of gold which is annually buried in the United States. M. Victor Meunier asserts, after careful inquiries, that the American dentists insert in American teeth the enormous amount of eight hundred kilogrammes (about eighteen hundred pounds) of the precious metal, which represents nearly four hundred and fifty thousand dollars. This gold is never recovered, of course, but is buried with the persons in whose mouth it is placed. Making allowance for the rapid increase of the population of the United States and for the continued deterioration of American teeth, it appears that in less than a hundred years American cemeteries will contain a larger amount of gold than now exists in France. This is no fancy sketch, as the pockets of every dentist, and especially of every dentist's patient, will attest.—*Ex.*



# Jewelers' Sundries Complete in every Detail

Plush Cases

for Every



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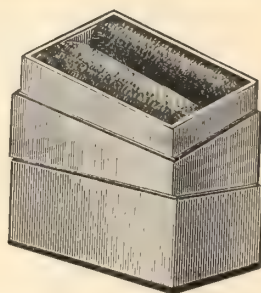
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Montreal, Dec. 1 1890

Dear Sir, A word to the wise is sufficient. Remember, we employ the most skilled imported labor, at no greater cost to us than if our factory was in New York. Hence we effect a dead straight saving of the duty, which is 20 per cent. This large item you get the benefit of, in the shape of a lessened cost and a greater intrinsic value in the goods.

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OF ALL GRADES MADE BY US, AS WELL AS THE TAGS







## SAFE REMINISCENCES.



HERE are many amusing incidents connected with our business," said a safe manufacturer one day to a Boston reporter. "It is to be expected that in the ordinary course of events circumstances will arise when a safe will have to be opened by an expert. Locks, like any other piece of mechanism, are not infallible. The best of them are liable to fail at times through some slight defect in manufacturing, same as the mainspring of the most valuable watch may give out unexpectedly.

"Not long ago a firm wanted a man to fix their safe. It was open, but they could not shut the door far enough to throw the bolts. The man went to the place and after a brief examination saw a penny resting on one of the bottom flanges. Taking this off, the door shut and locked all right. I forget how much it cost the firm to have the man to go their place and pick up that little coin, but it was enough to prevent its being repeated, no doubt. A similar case happened recently. We were sent for at about the close of business hours to see what was the trouble with one of our safes. The bolt would not throw far enough to turn the lock. The result was the finding of a cloth button from a lady's dress in the lower bolt hole.

"Some years ago we had delivered a new set of vault doors for a bank about two hundred miles away. Just before they were ready to occupy their new quarters we had a telegram to send a man at once. The bolts of the outer door would not throw far enough to lock it. Our man went, and this is what he found: The bank officers had fitted in a board for the tread of the vestibule, but had omitted to bore holes in it for the throw of the bolts. An auger and ten minutes' labor made everything all right, but made that piece of board a rather extravagant luxury.

"Epicurean like, we have reserved the best for the last. For fear that this may reach the eyes of the hero of the incident I will substitute for his correct address that of Calais, Me. It was not a thousand miles from there. The letter read to come at once and open a safe, as there were important documents wanted for immediate use. With his kit of tools a man took the next train and arrived on the following evening. It proved to be an old fashioned safe with a large key lock.

"There," said the man, "is the safe. The lock has been working harder and harder for weeks, until now I am locked out. I am in a hurry to have it opened. Never mind the damage if you will only break into it in short order."

"Our expert took the key and tried it, but it refused to work. He then took a small wire and picked out half a thimbleful of dirt and lump from the key, tried it again, and a better working lock was never seen. 'How much is your bill?' As this involved a trip to and from Calais of about 600 miles, and time and expense in proportion, he replied \$40. Taking a roll of bills from his pocket he said: 'That is satisfactory on con-

ditions. Does anyone in the place know your business here? The reply was 'No one.' 'All right, then; get out by the next train and keep mum, for I would gladly pay \$100 rather than have any of my friends know that I was fool enough to go to Boston for a man to pick the dirt out of my key.'—*Boston Courier*.

## THIRTEEN PAIRS OF GARTERS.

A VERY ANCIENT CUSTOM THAT IS "OUT OF DATE."

The Prussian princess, sister of Emperor William, who is about to be married, is having made for her thirteen pairs of very splendid garters. She does not mean to add these to her trousseau, though among them is that traditional pair of new and blue stocking-supporters, said to bring brides luck, and this one is the thirteenth, made of pale-blue silk and clasped with buckles set with large diamonds. Another pair will be put away with the rest of Hohenzollern collection of garters in the museum at Berlin, and the rest will be distributed among the nobles who attend the Greek prince, her husband. This is a relic of very ancient custom that survives nowhere save in the reigning family of Germany. In franker, ruder ages it used to be the privilege of the best man, when the bride was about to retire with her attendant maidens, to unfasten her garter, and keep it as a trophy. There was always somewhat of a dispute about it, custom requiring that the groom should resist the attempt, and that the best man should insist upon his privilege. With the growth of more refined manners this custom naturally fell into disuse, and the only relic of it is in the comic opera of "La Jolie Parfumeuse" and in the marriage customs of the German royal family. The form it takes with them, however, is that the princes should have prepared thirteen pairs of garters, all of them having buckles with her initials set in diamonds, and of these she wears only one pair herself, bestows one pair upon the reigning sovereign and distributes the others among her husband's attendants, the eleven of the highest rank getting this bridal favor. There is a very curious collection of these royal garters in the Berlin museum, some fifty or sixty in all, many of them extremely rich and handsome, and some very queer ones from the past generation of princesses. Some of these deposited in the reign of Frederick William III. and IV., are marvels of elaborate needlework and bullion fringes, and are buckled with the finest jewels. — *Draper's Trade Journal*.

## MICHAEL ANGELO.

Michael Angelo's seal represented three rings inclosed one within the other, as expressive of the union which he had made in his mind of the three arts of painting, sculpture and architecture. Michael Angelo lived to a very great yet healthy old age. In the beginning of the Eighteenth century the Senator Buonarrotti caused the vault to be opened at Florence in which his body was deposited. It was found perfect, and the dress of green velvet and even the cap and slippers in which he was buried were entire. He appeared to have been a small, well set man, with a countenance of great severity.—*New York Ledger*.





**P. W. ELLIS & CO.,**

*31 Wellington St. East, - - TORONTO.*

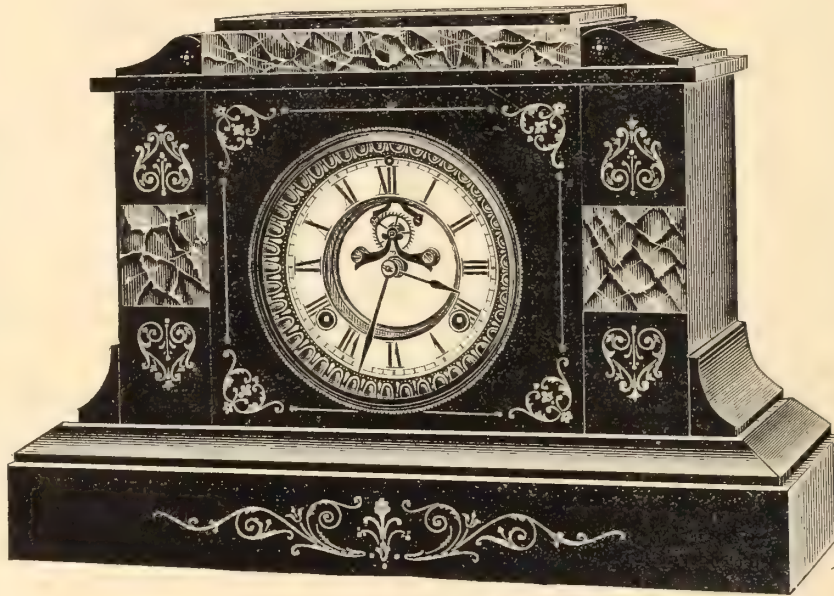
## **WATERBURY CLOCKS.**

The Trade require for their Holiday business special Clocks for presentation purposes. We have them.

See our Irons and Marbles.

Marble Clocks.

We enclosed a big sheet within our illustrated catalogue containing illustrations on fine paper of 22 Marble Clocks. Every one a seller. Hang it up and you will sell some.



On page 12 of our price list you will see the startling prices. Mark your own on the sheet ready to quote to customers. If you saw the clocks you would be more startled. Oh! what value.

No. 2813.

Enameled Iron Clocks.

See our Catalogue, pages 2 to 11. 15 patterns and all selling fast. Every one in demand. Dials supplied in ordinary white and gilt porcelain and fine gilt.



For prices see our price list, page 2, and if you are surprised at the marble prices, you will be more so with these.

ITALIA.

Why do we claim these prices startling? because of the handsome case coupled with the fact that they are fitted with what we believe to be the best finished American clock movement in the market called the **STAR MOVEMENT**. For description see inside first cover of Catalogue.

We still lead all our competitors on Nickels as in the past months of this year. The prices tell the tale. See Price List, page 8.





**P. W. ELLIS & CO., 31 WELLINGTON ST. EAST, TORONTO.**

## **CLOCKS.**

**DID YOU GET OUR NEW CLOCK CATALOGUE?** If not, send your business card, and we will mail you one.

**DID YOU NOTICE OUR MANY BIG SIXES?** Every "Big Six" assortment are fresh, new goods. No old patterns at job prices.

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|---|---------------------------------------------------|---|
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| * | See Catalogue, pages 14 and 15. Assortment No. 2. | * |
| * | See Catalogue, pages 16 and 17. Assortment No. 3. | * |
| * | See Catalogue, pages 18 and 19. Assortment No. 4. | * |
| * | See Catalogue, pages 20 and 21. Assortment No. 5. | * |

## **FIVE BIG SIXES.**

Then turn to our Price List, pages 3, 4 and 5, and we think the prices will startle you.

## **SETH THOMAS ECHO ALARM.**

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See Boudoir Clock Illustrations, page 22 Catalogue. See Boudoir Clock Prices, page 5, Price List.

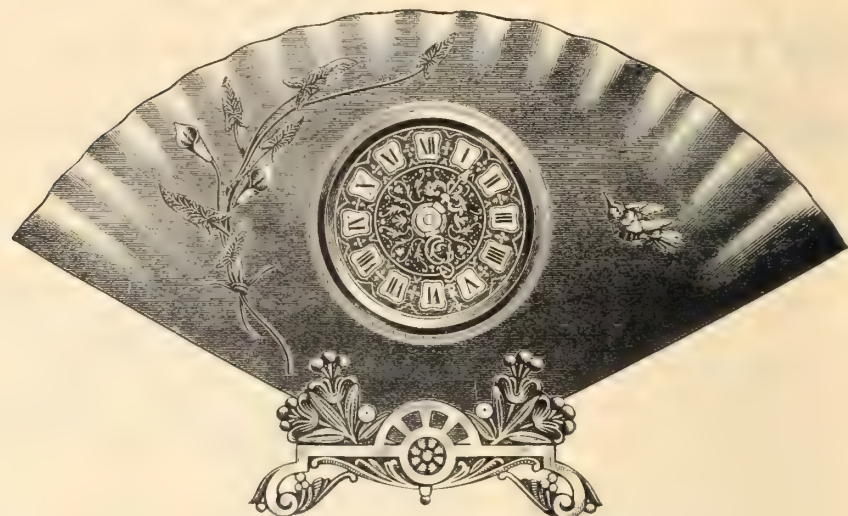
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Raised Enameled Figures, Cut Pinion Movement, with Double Roller Club  
Tooth Escapement. Straight Line Lever Screw Pillar.

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# THIS



# CLOCK AT THIS PRICE ?

## E. & A. GUNTHER

TORONTO, ONT.



## WATCHES LEFT TO BE REPAIRED.



N exceptionally handsome gold watch, apparently very solid and beautifully engraved, attracted a New York *Daily News* reporter's attention while looking in at the window of a Broadway watchmaker, whose store is situated near John street. It was hung upon a wire line among a hundred of others, and had evidently been left for "hospital" treatment, as the watchmakers facetiously term repairing.

"The most striking peculiarity," replied the proprietor, in answer to the reporter's question, "is that one never knows how long I shall have to keep a watch left for repairs before the owner calls to claim it. Now this particular watch could not have cost less, originally, than \$150, and that is a moderate estimate. Well, it has been in my store nearly two years, and as you see by the ticket, the charges are \$2.50."

The reporter suggested that the owner might have left the city, or was dead.

Not at all. He is still in the city and I see him pass the store two or three times a week. He belongs to a large insurance company and holds a good position. About once a month he comes in to take a look at the watch, examines it, asks a few questions about its time keeping qualities, and then says he hasn't the change about him then but that he will call again when passing.

"That little watch you see on the end of the row yonder, with a monogram set in diamonds on a blue ground, I have had in my shop nearly seven years. It belongs to a woman who resides in the country. Up to a year ago, she came to town about once every four months, gave her address, and was sure to either come for it once more or would send for it by express. What has become of her I don't know, and I suppose I shall have to keep it until I retire from the business, when my son shall have a chance some day of renewing the owner's acquaintance. How much is owing on it? Four dollars!

"Of course we have our legal remedy for getting our money. The law permits us to advertise the sale of an article after it has been in our care a year; but first-class watchmakers very rarely do this, except when they retire from business or change the name of the firm. Then, I believe, the law is compulsory, in order that the new firm shall be relieved from the responsibility of the old one.

"Every firm has its own way of running its repair business. Some give checks; but checks are apt to get into other people's pockets. Our plan is always to take the signature or the person who leaves it and to compare it with his signature when he takes it away. This involves a little extra trouble, but it is much the safer way.

"A lost repair check causes a good deal of inconvenience all around which sometimes does not compensate for the cost of the job for repairing the article. It sometimes happens that a crook will have a good watch to be cleaned in order to get it

out of his possession for a short time, and possibly he may never have the opportunity of calling for it.

"Only a few weeks ago a seedy looking man came to me with a letter written in a bold business hand in which the writer requested me to deliver a gold watch which the writer had left at my store in April, 1888. The man who sent the order is doing time in Sing Sing, and the bearer had just come out. I compared the signature with the entry in my books and found it to be the same. The charge of \$2 was paid and I delivered up the watch."

## IT WAS AN AMERICAN WATCH.

An amusing incident recently occurred at the post office in Mount Pleasant, Pa. A package from England was received marked by New York officials, "To be inspected for anything upon which duty should be paid." As required by the postal rules Postmaster McAdams notified Collector Dravo, of Pittsburgh, Pa., who ordered an examination. It was found that the box contained a watch.

The person to whom it was addressed was an Englishman who is employed at a neighboring coke plant, and his explanation was that his wife, while in England on a recent visit, forgot her watch, and that it had been sent her by friends. Mr. Adams laid this statement before the collector, who directed that the property should be turned over to the owner free of duty if it was of American manufacture.

When asked if the watch was made in this country the Queen's stout subject indignantly replied:—"Hof course it his. Where hin the 'ell is Helgin if not in Hamerica?" The postmaster thought so too, and politely passed the timepiece to its owner.

## STEAM HEATING AT POMPEII.

That steam heating is not new appears from remarks made by Mr. George H. Babcock before the American Society of Mechanical Engineers some time ago.

Mr. Babcock cited the fact that when at Pompeii he found that the old Roman baths there were heated by steam, and heated in a better and more scientific manner than is practiced at the present time. The walls were double, and the steam, of course not above atmospheric pressure, was carried up through these walls all around the room. The walls were thus heated to a temperature approximating to that of the steam, and the occupants of the room were exposed to radiation from all directions. This, Mr. Babcock held, is the true theory of heating, and the system of steam heating by indirect radiation, or heating the enveloping air only, is unscientific, expensive and uncomfortable.

It is of interest to add here that the late Joseph Harrison, Jr., of Philadelphia, in delivering a lecture before the Franklin Institute several years ago, said that he had seen in the Museum at Naples a boiler substantially of the same construction as the modern vertical, tubular boiler. This boiler was found at Pompeii, and was made of copper.



# WINNIPEG

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## WATCHES AND DIAMONDS.

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# WINNIPEG



## DIAMOND FIELDS' CRIMES AND CUSTOMS.

EVERY Kaffir diamond miner, working under the compound system in South Africa contracts for three months to labor, board and lodge with the company. When not at work he spends all his time eating, sleeping, or playing games in a spacious quadrangle inclosed by iron sheds. For that time he is cut off from the outer world, and from drink stronger than ginger beer. His few needs in the way of food and clothes he can supply within at cost price.

On his way to and from the mine he is strictly watched. So, too, while at work underground, where he sweats away from 6 to 6, on bread and soup mealies, for £1 to £2 a week. Fresh from the mine he has to pass the ordeal of the searching room, where, naked as he was born, he undergoes a scrutiny of mouth, ears, nose, hair—every conceivable or inconceivable lodgment for a diamond—goes through certain gymnastic exercises, and makes way for the next.

The whole performance is one of the most extraordinary ever seen. It is lucky there is black labor handy; no white man would endure this sort of thing for wages. Indeed, though the white overseers are nominally liable, if suspected, to a similar scrutiny, there once was riot and bloodshed at Kimberley when it was proposed to impose on whites the same indignities as a matter of routine. Modesty is a matter of etiquette, and that of the Kaffir is not that of an Englishman or American. Yet he, too, has his own, and it is hard to believe, little as he seems to care, that there is not something degrading about such a performance.

Our Kaffir, we will assume, prefers to sell his diamonds himself. He possesses his soul in patience until his three months are nearly up, then digs up his diamond or diamonds, swallows it or them, and passes gaily out with his goods packed inside. It is true that a week before his exit he has to spend in a specially constructed room and under circumstances of surveillance which must at least render it very difficult thus to turn the diamond into currency.

Moreover, if he be at all suspected, it will avail him little to confront the custom house of the compound with so treacherous a portmanteau as his form. But, you will say, they cannot treat the unhappy native as Baron Munchausen did the fox. They cannot turn him inside out. Not like a stocking, perhaps, that is true; but they put him, his hands padlocked within certain fingerless leather gloves, into a small and solitary chamber, and there subject him to such treatment as speedily attains its end. Valuable additions have in this way been made to the companies' wealth in diamonds.

Sometimes, again, parcels are boldly sent through the Cape Town post office, artfully concealed by familiar smuggler's dodges, such as cutting a hole inside a guileless looking novel, and filling it with stones. Or some lady takes a parcel about her person, smuggles it on shipboard and carries it to Europe with her.

Against such organization and such cunning, what are the resources of civilization? The native I. D. B. (illicit diamond buyers) runner, both within the compound and outside, is met by the trap runner, also native, employed by the detectives. As the former is a diamond buyer pretending to be a miner, so

the latter is a detective pretending to have diamonds to sell. The great object, however, is to catch the master buyer. This is done by watching his house and rushing in on him red-handed, just after he has bought from a trap runner who had palmed himself off as a Kaffir from the mines.

A man is only trapped when he has become a notorious I. D. B., with a very black record in the detective office. A trap runner gets £3 a month and his board. A good I. D. B. runner gets £5 a week, drink, a house and tips on business done. He has therefore a better time until he gets his five, ten or fifteen years, than the Government boy, who is only good for one appearance in court, when his face becomes known to the I. D. B. fraternity.

An informer, however, gets half the value of the property recovered, and when one I. D. B. turns against another thees are rare hauls.—*Jewelers' Weekly*.

## STOLEN DIAMONDS AT KIMBERLEY.

Let us follow such a diamond through its career. We will assume that the original thief is a working Kafir. Of course it is sometimes one of the white overseers. A man with a wife and family, working sixteen hours a day, at three or four pounds a week, is approached by a purchaser who points out to him what safe and easy opportunities he has for making a little competence by stealing from the sorting-tables. But for the most part it is some Kafir, loading a truck or breaking the "blue" on the drying grounds, who suddenly espies a fine diamond, say of five or ten carats, glittering among its dark surroundings. Warned by native acquisitiveness, or mindful of evil counsels with which some "runner" has primed him for just such an opportunity, our Kafir gives not a word or a sign that might attract the eye of the overseer. There the diamond lies, and if it is on the drying ground, there perhaps he will let it lie, marking the spot against such time as himself or a confederate can come and find it. Or else, seizing a moment when he is not observed, he quietly picks the stone up with his toes, and there holds it until an opportunity occurs of transferring it to his mouth. Once there, in a moment it is swallowed with as much nonchalance as if it were a pill. That done, our Kafir can face with indifference that terrible scrutiny of which something has been said.

There is one story of a wild midnight chase across the frontier, pursuer and pursued on horseback, when the latter was seen to put his hand up and struggle in the saddle a moment. It turned out that he had swallowed, while on the gallop, not only thirty-two carats of diamonds, but also the lead-foil box which contained them! In another case, Mr. Izdebsky or his colleague recovered a bag with £14,000 worth of stones which the guilty owner disclaimed and tried to throw away. On the whole, whether we chiefly regard the squalid conditions under which it is pursued, the systematic demoralization which it propagates, or the degrading preventive measures to which it compels recourse, we must conclude that the trade of diamond smuggling is one of the most disgraceful in the annals of roguery, and that the slightest taint of complicity ought to ostracize a man, however wealthy, from decent society.—*Pull Mall Gazette*.

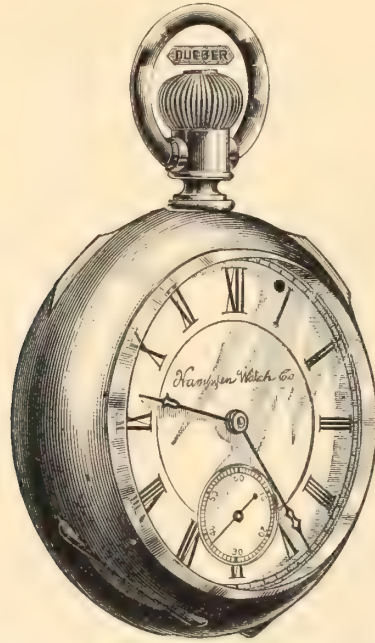


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Full Plate, Stem Winding and Setting Watch Movements.  
Open Face and Hunting.

**RAILWAY SPECIAL**—Nickel, 17 extra fine Ruby Jewels in Solid Gold Settings, Jeweled Centre, magnificently damaskeened and finished, Bevel Head Gilt Screws, 14-k. Gold Patent Regulator, Expansion Balance, perfectly compensated and accurately timed to all Positions and Isochronism. Double Sunk Glass. Enamel Dial, with Red Marginal Figures, Breguet Hair-Spring.

**NEW RAILWAY**—Nickel, 17 extra fine Ruby Jewels in Solid Gold Settings, 14-k. Gold Patent Regulator, Compensation Balance, accurately adjusted to Temperature, Isochronism and five Positions, particularly desirable, and specially recommended to meet the requirements of the Railway Service.

**ANCHOR**—Nickel, 17 extra fine Ruby Jewels in Solid Gold Settings. Patent Regulator, Compensation Balance, accurately adjusted to Temperature, Isochronism and Position.

**JOHN C. DEUBER SPECIAL**—Nickel, 15 Ruby Jewels in Compensation Settings, Breguet Hair-Spring, Adjusted Compensation Balance, Gilded Patent Regulator, Gilt Screws, Double Sunk Dial, with Red Marginal Figures. Specially guaranteed to be the best time-keeper in the world for the price and superior in appearance and finish to any other Full Plate Watch made outside of the Dueber-Hampden Factories.

**JOHN C. DUEBER**—Nickel, 15 Ruby Jewels in Composition Settings, adjusted to Heat and Cold, Sunk Second and Circle Dial, Roman and Arabic Figures and Seconds, Breguet Hair-Spring, Compensation Balance, Patent Regulator.

**DUEBER**—Nickel, 15 Ruby Jewels in Composition Settings, Sunk Second and Circle Dial, Roman Figures and Seconds, Breguet Hair-Spring, Compensation Balance, Patent Regulator.

**THE DUEBER WATCH CO**—Nickel, 11 Jewels in Composition Settings, Patent Regulator, Roman Circular Dial, Spade Hands.

**THE DUEBER WATCH CO.**—Gilt, 11 Jewels in Composition Settings, Compensation Balance, Patent Safety Pinion.

**GLADIATOR**—9 Jewels, Expansion Balance, Gilt. The best Watch for the price in the world

## NAMELESS.

18 Size, Hunting.

**No. 48** Nickel, 17 extra fine Ruby Jewels in Solid Gold Settings, Patent Regulator, Compensation Balance, accurately adjusted to Temperature, Isochronism and Position

**No. 47**—Nickel, 15 Ruby Jewels in Composition Settings, Breguet Hair Spring, Adjusted Compensation Balance, Gilded Patent Regulator, Gilt Screws, Double Sunk Dial, with Red Marginal Figures. Specially guaranteed to be the best time-keeper in the world for the price and superior to any other Full Plate Watch made outside of the Dueber-Hampden Factories.

**No. 43**—Nickel 15 Ruby Jewels in Composition Settings, adjusted to heat and cold, Sunk Second and Circle Dial, Roman or Arabic Figures and Seconds, Breguet Hair-Spring, Compensation Balance, Patent Regulator

**No. 44**—Nickel 15 Ruby Jewels in Composition Settings, Sunk Second and Circle Dial, Roman Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator.

## NAMELESS.

18 Size, Open Face.

**No. 68**—Nickel, 17 extra fine Ruby Jewels in Solid Gold Settings, Patent Regulator, Compensation Balance, accurately adjusted to Temperature, Isochronism and Position.

**No. 67**—Nickel, 15 Ruby Jewels in Composition Settings, Breguet Hair-Spring, Adjusted Compensation Balance, Gilded Patent Regulator, Gilt Screws, Double Sunk Dial, with Red Marginal Figures. Specially guaranteed to be the best time-keeper in the world for the price and superior to any other Full Plate Watch made outside of the Dueber-Hampden Factories.

**No. 63**—Nickel, 15 Ruby Jewels in Composition Settings, adjusted to Heat and Cold, Sunk Second and Circle Dial, Roman or Arabic Figures and Seconds, Breguet Hair-Spring, Compensation Balance, Patent Regulator.

**No. 64**—Nickel, 15 Ruby Jewels in Composition Settings, Sunk Second and Circle Dial, Roman Figures and Seconds, Breguet Hair-Spring, Compensation Balance, Patent Regulator.

## 16 SIZE HUNTING.

**No. 100**—15 Jewels, Gilt, Flat Spring, Plain Regulator.

**No. 101**—15 Jewels, Nickel, Flat Spring, Patent Regulator, Adjusted to Heat and Cold, Double Sunk Hard Enameled Dial.

**No. 102**—17 Jewels, Nickel, Gold Settings, fine Ruby Jewels, Breguet Hair-Spring, Patent Regulator, Adjusted to Heat, Cold, Isochronism and Six Positions, Blue Bevel Head Screws and Steel Trimmings, Double Sunk Hard Glass Enameled Dial, Arabic, Roman, or Red Marginal Figures.

**No. 103**—22 Jewels, Nickel, Breguet Hair-Spring, Magnificently Damaskeened, Gilt Pattern, Finest Red Ruby Jewels, Polished Train, Raised Gold Settings, adjusted to Heat, Cold, Isochronism and Six Positions, by Timing Screws, Double Sunk Glass Enameled Dial, Arabic or Roman Figures, Red, Blue or Black Marginal Figures. In other words, the finest and best work in the art of watchmaking

## 6 SIZE HUNTING.

**211**—Fine Nickel Movement, 15 Jewels in 4 pairs, extra fine Ruby Jewels in Gold Settings; Exposed Pallets, Compensation Balance, fine hardened and tempered Hair-Spring.

**206**—Fine Nickel Movement, 11 Jewels in Composition Settings, Compensation balance.

**200**—Fine Gilded Movement, 7 Jewels, Compensation Balance.

We claim for the Hampden Watches  
SUPERIORITY OVER ALL OTHERS  
for Finish and Durability and Time-  
Keeping Qualities, and they are sold to  
watchmakers and dealers STRICTLY  
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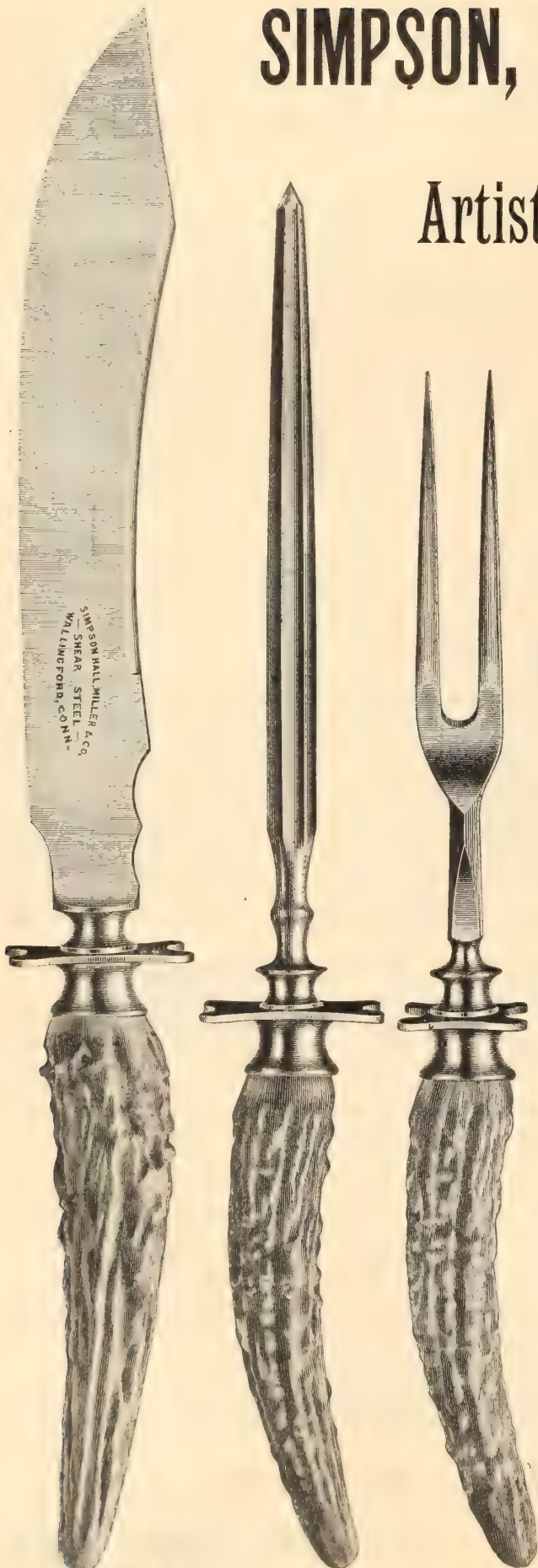
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FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY  
PIECES in each pattern in Geneva, St. James, Countess  
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and quality guaranteed and controlled by WM. ROGERS,  
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LIST PRICE \$10.00.





## CLIPPED FROM OUR U. S. EXCHANGES.

THE Columbus factory turned out two hundred watches per day last month.

B. McDONALD, a farmer near Springfield, O., found a rough stone, which is supposed to be a mammoth diamond. Experts pronounce it such, and it is estimated to be worth \$10,000.

LAST month, A. J. Jackson, foreman of the case room in the factory of the American Waltham Watch Company, at Waltham, was caught by one of the heavy presses in such a manner that one of his legs was broken.

THE United States government holds in its vaults a greater amount of gold and silver than any other government in the world. It is the direct custodian of \$325,600,000 in gold coin and bars and \$318,000,000 in silver.

IT is rumored that a number of English capitalists are investigating the jewelry manufacturing business in the Attleboros with a view to the investment of a large sum of money in an extensive business.

A COUNTRY STORE in Arkansas is defended by a spring gun which has caused the death of seven robbers in the last four years. The owner of the store advises the fraternity to tackle something else. A pretty good thing that for jewelry stores.

THE superintendent of the dead letter office at Washington says that more than 6,000,000 pieces of mail matter are annually sent to the dead letter office by reason of incorrect, illegible or deficient address, insufficient postage or insecure closing.

FOR several weeks there have been rumors of trouble at the Otay factories, but as nothing definite concerning such reports had been received they were given little credence, and not until the announcement was made in the *Otay Press* that the works had shut down were the rumors believed.

THE establishment of E. H. Wilford was entered by burglars, and goods which Mr. Wilford valued at \$2,500 were carried away, and although the safe was forced open nobody heard the noise. Mr. Wilford is a member of the Jewelers' Security Alliance, which has set Pinkerton detectives at work on the case.

THE New York trade was startled last month by the announcement of the failure of D. H. Wickham & Co., one of the largest diamond importing houses in the metropolis. They made an assignment to Nathan J. Newwitter, giving a preference to the banking house of John Monroe & Co. Nothing definite could be learned about the liabilities, but it is generally believed that they are somewhere in the neighborhood of \$250,000.

IN the Supreme Court of Massachusetts, last month, Judge Holmes, on complaint of the American Waltham Watch Company, issued an order restraining the United States Watch Company of Waltham, from advertising its product as "Waltham Watches." The complainant alleges that the United States Company were endeavoring to deceive the public in representing that the watches they sold were

"Waltham Watches," whereas they claim the only watches which can be legally advertised under that name are those made by the plaintiff.

TIFFANY & Co. placed on exhibition their celebrated collection of sapphires, and large numbers of the residents of New York who admire precious stones viewed the display with great satisfaction. The collection embraced the rarest colors in which these gems are found. Among them are red, violet and purple. The stones have been derived from nearly every part of the world and were specially arranged for exhibition by Geo. F. Kunz, the gem expert of the house.

THE electric light plant at the Waltham factory is reported as one of the best and most complete plants in the country. The eight dynamos have a capacity of 4,400 incandescent lights and will be driven by a 300 horse power engine. The shafting and clutches are so arranged that not only will this engine drive the dynamos, but if any accident should happen to the double engine now in use at the factory, the electric light engine can be made to not only furnish the light, but power to run the factory as well, and this is done by the friction clutches. The electricians have wired the rooms in the factory not already wired for electric lighting, the plant being of sufficient capacity to light all of the departments in the factory.

THE method prescribed for cleaning brass and in use in all the United States arsenals, is claimed to be the best in the world. The plan is to make a mixture of one part common nitric acid and one-half pint sulphuric acid in a stone jar, having also ready a pail of fresh water and a box of sawdust. The articles to be treated are dipped into the acid, thrown into the water and finally rubbed with sawdust. This changes them into a brilliant color immediately. If the brass has become greasy it is first dipped in a strong solution of potash and soda in warm water; this cuts the grease so that the acid has full power to act.

IN the window of a little, old-fashioned clock store on Third avenue, New York city, stands the solid brass works of a clock that was made by E. Luke, in the city of London, England, repaired by F. C. H. in the year 1797, and repaired the second time in New York city in 1830. No other name or date appears on the movement, and while the time of its original construction is unknown, the clock has been ticking for more than a century. The original case and dial plate have disappeared, but the works are contained between two plates of brass, and the one at the back is quaintly graven with the figure of a funeral urn and a large number of flourishes.

## CULLED FROM OUR ENGLISH EXCHANGES.

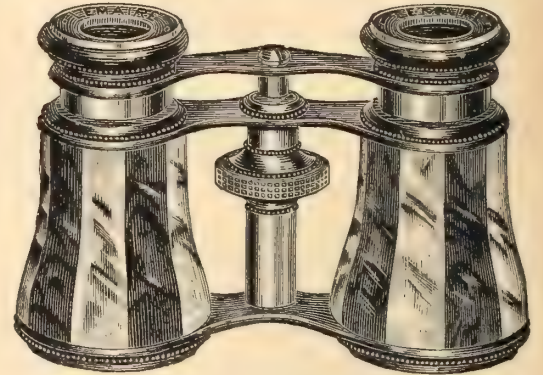
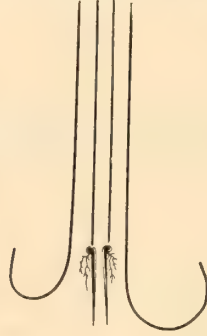
PEARL fishing in the Tay is still carried on, though to a smaller extent than formerly, and last month, we are informed, a lady of the neighborhood was presented with a brooch in which were forty Tay pearls, six of which were large and valuable.

THE immense business of the African diamond mines can be best estimated when it is known that during the month of





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ESTIMATES FURNISHED FOR TOWER CLOCKS.

## W. COATES & BRO.,

JOBBER IN

**JEWELRY AND WATCHES,**

BROCKVILLE, ONT.



June last there were shipped from Jagersfontein mine, in South Africa, rough and uncut diamonds to the value of \$118,650, the whole consisting of 12,963 carats.

It is reported from Zurich that a quantity of small rubies so ingeniously stuck together as to avoid detection are in the market. They are said to be genuine stones, but being small are of little value. This is reviving an old attempt at a deception practised some years ago when diamonds, rubies, and emeralds, similarly treated, were palmed off upon the unwary as the genuine article, but were known in the trade as doublets.

THE Watch Trade Association of Coventry, at a recent meeting, voted a sum of £5 5s. to the funds of the London Association, which is carrying on prosecutions for infringement of the Merchandise Marks Act, which are of very great use to the trade as a whole. An appeal is to be made to the watch manufacturers of the town and of the country, to subscribe a sum which will enable the Association to carry on important prosecutions against the frequent and serious infringements of the Act which are known to exist.

AN interesting piece of jewelry is the "In Memoriam" brooch and cross which has been registered by Messrs. Light and Witcombe, of 2 Augusta Street, Birmingham, of the late Cardinal Newman. The designs were submitted to the Fathers of the Oratory, and approved by them, and copies of the brooch and cross have been accepted by Father Neville, the Cardinal's early friend, and by Cardinal Manning. It is pronounced to be a work of art and a faithful likeness, and the die has been sunk with much care by one of the best firms in the trade.

THE watch trade in Coventry is now in a flourishing condition, or books are well supplied with orders, and hands are busily employed in overtime. The competition of foreign manufacturers is felt keenly, however, and swiss watches of all qualities are bought and sold in large quantities in this country. This kind of competition has been very much reduced since the passing of the Merchandise Marks Act, to which is due largely the increase of orders for English watches. The want of more workmen is becoming a serious question in Coventry at the present time, for there are a number of orders which have long been on the books still unexecuted.

THE Paris Police have cleverly succeeded in discovering the perpetrators of an extensive forgery in hall-marks. Complaints having been made that fraudulently-marked wedding-rings were being sold in different shops, an inquiry was made, the result of which showed that the rings in question were manufactured by a M. Marret, in Havre. Marret now accuses MM. Moncault, a firm of manufacturing jewelers, of having supplied him with rings of base metal for the purpose of being fraudulently stamped. The case has been taken up by the Paris Jewelers' and Goldsmiths' Syndicate.

**METAL LETTERS ON PLATE GLASS.** It is often necessary to attach glass or metal letters to plate glass. Use the following binder: Copal varnish, 15 parts; drying oil, 5 parts; turpentine, 3 parts; oil of turpentine, 2 parts; liquified glue, 5 parts. Melt in a water bath and add 10 parts slacked lime,

## EDITORIAL NOTES

### SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the jewelry business that they think would be of interest to the Trade generally.

J. EGGART & Co., jewelers, late of Locle, Switzerland, have commenced business in Vancouver, British Columbia.

MR. JAMES RYRIE put in ten days last month in New York in search of novelties for the firm's Christmas trade. It is needless to say he got them.

ERNEST H. MANN, jeweler, of Niagara, has removed his business to Peterboro, Ont., to which place all communications in future should be addressed.

HARRY ELLIS, the Wellington Street wholesale jeweler, visited New York last week in order to sort up for the Xmas trade. Trade has been so good with him that his stock was almost cleaned out.

MR. GEO. W. WYATT, of Peterboro, has been pressed to run for councillor in the January election, but declined on account of the pressure of business. In this he is sensible.

MR. F. P. STANLEY, jeweler, of 145 Queen Street East, Toronto, last month completed some extensive alterations in his premises, which improve its appearance very materially.

SETTLED.—It is said that John M. Prockter, the retail jeweler of this city whose failure was reported by us last month, has effected a settlement with his creditors at 25 cents on the dollar.

T. H. ROBINSON, retail jeweler, of Yonge St., has just finished some alterations in his store, which greatly improve its appearance. His window is now quite an attraction.

EDMUND SCHEUER reports trade as being very good indeed, but one can hardly wonder at it when they look over the handsome stock of clocks, bronzes, opera glasses and jewelry he has in his warehouse.

JEWELER FRED CRUMPTON, of 83 King St. East, Toronto, is sending out some of the most artistic Christmas advertising cards that we have ever seen. We are proud of the set which ornaments the walls of our sanctum.

J. H. LAIDLAW, retail jeweler of Sarnia, Ont., has failed. His liabilities are estimated at \$7,500 and his assets at \$4,500. He is offering 25 cents on the dollar to his creditors, which will probably be accepted.

NEW WATERBURY.—The Waterbury Watch Company announce in this number the issue of a new series in 4 and 18 size watches, which they claim to be the best and cheapest watches ever offered to the Canadian trade.

COMPLIMENTARY.—We have to thank the *Manitoba Liberal* for the very kind and complimentary notice given THE TRADER and its Editor in a recent issue of that enterprising journal. May your shadow never grow less, Brother Woodside.

NEW ILLUMINATED CLOCK.—The new illuminated clock of Kent Bros., of this city, is the most showy and attractive thing we have ever seen, and the effect at night when the strong electric lights bring out the colors of its stained glass is both unique and striking.

JAS. DAVISON, retail jeweler, of Hamilton, Ont., received an order from the Earl of Aberdeen for a handsome gold watch to be presented to Engineer Brownlee, who piloted the distinguished party over the C.P.R. during their trip to British Columbia.

SEIZURE OF WATCHES AND JEWELRY.—A despatch from Welland on November 7th, states that the customs officers at that port seized between \$300 and \$400 worth of watches and jewelry, which, they claim, were smuggled by Jas. Kelly, an agent living there.

FELT BROTHERS, the wide-awake Oshawa jewelers, have just completed some alterations in their premises, which have been forced on them by the steady increase of their business. This store has been redecorated throughout, and presents a very fine appearance.



**FOR  
THE  
HOLIDAYS**

We have made Special Preparations, and offer  
Beautiful Goods in

**DIAMOND EARRINGS,  
SCARF PINS,  
RINGS,  
BROOCHES  
AND LACE PINS.**

**SOME EXTRA HEAVY GOLD CASES**  
Fancy Engraved, Plain Polished and  
Engine Turned, and

**EUROPEAN NOVELTIES, MARBLE CLOCKS,  
Onyx and Bronze Clocks, Statuary, Etc.**

# LEVY BROS., HAMILTON

WE HAVE NOT NEGLECTED OUR STOCK IN ANY LINE.

**AMERICAN ROLLED PLATE GOODS**

A Large and Varied Assortment.

**GOLD AND SILVER JEWELRY.**

**AMERICAN WATCHES.  
SWISS WATCHES.**

**L. B. SILVERIDE CASES.**

The Best  
in the World.

L. BROS. STANDARD  
ROLL PLATE CHAINS.

**CLOCKS.**

A1 REGISTERED  
SPECTACLES.



LEVY BROS.,

-

HAMILTON, ONT.

WITCH.



Height, 22 ins. 8 day. Gong or Strike.

COMET.



Height, 19 ins. 1 day. Strike.

WIZARD.



Height, 22 ins. 8 day. Gong or Strike.

CANADIAN AGENTS FOR

NEW HAVEN CLOCK CO'Y,  
MANUFACTURERS.

WANDA.



Height, 22 ins. 8 day. Gong or Strike

VESTA.



Height, 20 ins. 1 day. Strike.

MISCHIEF.



Height, 19 ins. 1 day. Strike.

CLOSE PRICES.



SEND TO **H. ELLIS,** 

WHOLESALE JEWELER,

14 WELLINGTON STREET WEST,

FOR A SELECTION PACKAGE OF NEW GOODS.

**A. M. BROCK,**

IMPORTER OF

**WATCHMAKERS'**

AND

**JEWELERS'**

**MATERIALS.**

**KINGSTON, - - - ONT.**

**JEWELERS WANTED,**

TO SEND THEIR ENGRAVING TO

**J. S. MURRAY & CO.**

GENERAL AND ORNAMENTAL

**ENGRAVERS,**

ROOM 58,

**YONGE STREET ARCADE, - TORONTO.**

**PUPILS TAUGHT ENGRAVING**

FOR TERMS APPLY TO THE ABOVE.

SHERMAN E. TOWNSEND.

H. SEYMOUR STEPHENS.

**TOWNSEND & STEPHENS,**

**Public Accountants,**

**Auditors, Assignees.**

TRADERS BANK CHAMBERS,

CABLE ADDRESS,

YONGE STREET, TORONTO.

"SEYMOUR."

Telephone 1641.

**Trade Work a Specialty.**

**WILLIAM WHITE,**

**MONOGRAMS, CRESTS & EMBOSSING DIES,**

9 James St. North, HAMILTON.

Ornamental Engraving, Plain and Fancy Lettering  
and Rubber Stamps.

Personal attention given and all work returned same day.



**A SNAP.**—The big snap in opera glasses advertised by the Montreal Optical Company in this issue is well worth the careful attention of every jeweler handling this line of goods. Compare the prices with what you have had and see if there isn't money in them.

**WE HAD A VISIT** last month from Mr. S. Breadner, senior member of the well-known jewelry firm of Breadner & Casson, of Markdale, Ont. He was visiting the city on the business of his firm, and selected some very tasty goods for what he expects will be a big Christmas trade.

**THE ILLINOIS WATCH CO.**, of Springfield, Ill., are so over-crowded with orders for their movements that they have been compelled to run their factory until ten o'clock at night for some time past. Our readers will do well to examine the cuts of their movements shown elsewhere in this issue.

**IF YOU HAVE NOT** read the announcement of E. & A. Gunther in this issue, do so before you forget. This enterprising firm, who are making clocks their specialty, are introducing a line of artistic novelties in clocks for the Christmas trade at prices which they claim will open the eyes of the trade.

**THE ACME SILVER COMPANY** are having to do considerable hustling in order to fill their foreign orders in addition to attending to their home trade. Very recently they shipped several hundred tea sets to Australia, an evidence that their goods are appreciated in that far-away market as well as at home.

**WATCH REPAIR PRICE LISTS.**—We occasionally have enquiries from jewelers throughout the country for a copy of the watch repair list issued some two years ago by the Retail Jewelers' Association of Canada. To all such we would say that they can get a copy of this list by applying to Mr. E. M. Trowern, Secretary of the Association.

**BAGGED HIM.**—Mr. Willie Ellis, manager of the manufactory of P. W. Ellis & Co., went out gunning on Thanksgiving Day, and succeeded in bagging one of the largest specimens of the fox tribe seen around Toronto for some years. He is getting the skin dressed and proposes to keep it in his house as a trophy.

**SILVER.**—The silver market has been about as unsteady as the thermometer during the past month; having been down as low as 100 and up as high as 118. As opinions, even amongst experts, are pretty well divided as to whether it will go up or down, it is hardly wise to encourage speculation in either this metal or its products.

**SOLD AT AUCTION.**—The stock of the late Aaron Buckler, jeweler, of Bowmanville, Ont., was sold by public auction at the warehouse of Suckling & Co., the well-known trade auctioneers, of Toronto, on the 11th of November. The stock was well assorted and amounted in all, including shop fixtures, to \$14,694.

**MCKINLEY'S DILEMMA.**—When Major McKinley and his confreres were manufacturing the *chevaux de Frise* which was intended to finish off the tariff wall around the United States in order to keep off interloping foreigners, they had no idea that they would be the first ones to be impaled upon its pickets by the relentless force of public opinion.

**Mr. W. PERRET**, eldest son of Mr. William Perret, the well known jeweler of Winnipeg, Man., came to Toronto last month for the purpose of taking a complete course at the Canadian Horological Institute. He is evidently "a chip off the old block," and if heredity counts for anything should soon become a thorough master of the horological art.

**CHARLIE ROBINSON**, the enterprising proprietor of the Sheffield House Importing Co., of this city, is not only a pushing and successful jeweler, but a hunter of no mean order, as the wagon load of deer he brought down from Muskoka last month will abundantly certify. Charlie says that although deer are plentiful, moose are scarce this year.

**WAIT FOR THE WAGON.**—The sensation amongst the jewelry trade of Toronto last month was the dandy delivery waggon of Ryrie Bros., the retail jewelers of Yonge Street. This is the first delivery waggon, so far as our knowledge goes, belonging to any Toronto jewelry house, and its advent will probably cause other large houses who have sufficient trade to keep one going to "go and do likewise."

**OUR OPTICAL COLUMN.**—Just as we go to press we learn from Dr. John S. Owens that on account of the serious illness of his wife, he has been unable to find time to prepare anything for this issue. He hopes, however, to be on hand next month as usual, and as his papers have been very much appreciated by the trade generally, they will join with us in wishing Mrs. Owens a speedy recovery.

**WHO ARE THEY?**—In its last issue the *Jewelers' Catalogue*, of New York, says that "the new watch factory at Hamilton, Ont., is now considered a foregone conclusion, all the stock having been taken by Canadian capitalists." Hamilton jewelers know nothing about such an enterprise, and they would like to have the names of these very enterprising capitalists.

**SOMETHING NEW.**—The unique advertisement of Simpson, Hall, Miller & Co., of Montreal, in this issue is worthy of more than a passing notice from our readers. This firm have for some time past been running up till ten o'clock every night and are still unable to get ahead of their orders. Manager Whimby says the year began somewhat slow, but it is putting on a big spurt and ending up in great shape.

**BIRCHALL**, the murderer of young Benwell, who was executed at Woodstock on the 14th of last month, was quite a connoisseur in jewelry, and a few weeks ago gave one of the local jewelers in that town quite an extensive order for expensive mementoes which he left to his relatives and friends. Like a much better man, the thing in his life which became him most was the way in which he died.

**THE U. S. JEWELRY TRADE.**—We are in receipt of the "Jewelers' and Metal Workers' Directory" for 1890, which is as usual a compendium of the jewelry trade of the United States. The publishers have taken a great deal of pains in the classification of the different branches of the trade, which makes it particularly useful to jewelers on the look out for the best makers from which to purchase goods.

**TWENTY-FOUR HOUR TIME IN INDIA.**—Sandford Fleming, the inventor of the 24-hour time belt system now in use on many of our Canadian Railways, last month received a communication from the Director-General of Indian Railways, which states that the 24-hour notation is now in general use on all the railways of Hindostan, the total mileage of which is between 16,000 and 17,000 miles. The system has also been adopted in China.

**THE TORONTO SILVER PLATE CO.** report trade as being all that could be desired. Their stock was never in better shape for the holiday trade, but merchants wanting to make sure of a good assortment of novelties should lose no time in putting their orders in, or else they may get left. All the plate companies are full of orders, and their stocks are expected to be unusually light before Christmas. The level-headed jeweler will therefore take time by the forelock and anticipate his wants.

**Mr. A. O. NORTON**, wholesale jeweler, of Coaticook, Que., has sold out his business to J. O. St. Pierre & Co., formerly of Boston, Mass., who intend carrying it on in pretty much the same line as formerly, making a specialty of American rolled plate jewelry. Mr. Norton will in future devote himself entirely to the manufacture and sale of his patent "Jack," which has proved so great a success as to warrant him in giving his whole time and attention to it.

**CLOCKS SEIZED.**—An Ottawa despatch says that "a seizure of clocks, fancy goods, etc., valued at \$1,500, is reported to the Customs Department from Montreal. The parties importing the articles entered them as clock movements at 10 per cent., but on Appraiser Ambrose opening one of the cases he found that they contained completed clocks dutiable at 35 per cent., hence the seizure." This must surely be a mistake, as no reputable house would purposely enter complete clocks as movements only.

**A DANDY.**—The new illustrated clock list just issued by P. W. Ellis & Co. of this city, is "a dandy," and certainly one of the most complete things of its kind ever sent out to the Canadian jewelry trade. Although printed in Toronto, it is fully equal to any American work, and reflects the highest credit on the printer and the firm who have the enterprise to publish it. If you have not yet received one, drop the firm a post card and ask them why is this thus. Every live jeweler should have one.





# MERIDEN BRITANNIA CO'Y

**FINEST QUALITY**

## ARTISTIC, GOLD & SILVER PLATE.



MARK  
For Hollow Ware

TRADE MARK

1847, ROGERS BROS., AT  
OR  
1847, ROGERS BROS., XII.

For Genuine Rogers Goods.

NO. 65. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories: Meriden, Conn., U. S., and Hamilton, Ont., Canada.



MR. E. T. MILLER, for some years in the employ of Messrs. A. C. Anderson & Co., of this city, has gone to Chicago to take a situation in the establishment of Benjamin Allen & Co., one of the largest wholesale jewelry firms in the United States. Mr. Miller was deservedly popular with every member of the trade with whom he came in contact, and we are sure they will join with us in wishing him every prosperity in his new sphere of labor. We are sorry to lose him, and in his case Canada's loss is Uncle Sam's gain.

**A SMUGGLER CAUGHT.**—The most surprised man on earth was seen at the Union Station one night last month. When the train from the west came in Customs Officer John Trowbridge boarded it at Queen's Wharf. He had been keeping a look out for this man, who is a pedlar and who had gone to Buffalo a few days before. The officer searched his valise and found ten dozen pairs of spectacles which had not passed through a customs house. He was charged the full value of the spectacles as a fine and was then allowed to go.

**A NEW METAL.**—Mr. Francois L. Sperry, chemist to the Canadian Copper Co., of Sudbury, Ont., has discovered what has been pronounced as a new metal by the Mineralogical Laboratory of the Sheffield, England, Scientific School. Thorough tests show it to be essentially an arsenide of platinum, and consequently of great interest since platinum has not been found before, at least as an important constituent in any minerals except the alloys with other minerals of the platinum group. In honor of the discoverer the new metal has been named Sperrylite.

**THE DUEBER-HAMPDEN WATCH CO.** have just added a full line, representing four grades of 16 size hunting movements to their already large series. They have also made a very important change in their 7 jewel, 18 size O.F. and Htg. movements. These have been discontinued and in their place the Company are substituting the same thing with 9 instead of 7 jewels, without any increase in the price. W. A. Young, the Company's Canadian general agent says that the run on Hampden movements has been something phenomenal this fall.

MR. W. E. BOYD, the genial representative of Levy Brothers, tore himself away from the mountain city last Saturday, in order to see his fellow Hamiltonians polish off the representatives of "Queen's" in the final for the Rugby championship of Ontario. Mr. Boyd says his firm are as busy as ever, and fully expects that this year will be high water mark with their business. Their stock of clocks, watches, and jewelry is very complete, their Mr. Levy having visited the American factories only recently in order to secure the latest novelties for the Xmas trade.

WE HAD Mr. G. H. Levetus drop in on us (of course this is speaking metaphorically, because Mr. L. weighs something less than 250 pounds) the other day, looking as happy and genial as usual. Being asked "what was new," he said "nothing except that trade was very good indeed, and things ahead looked well. By the way," he said "you might just say to the readers of *THE TRADER* that we are now manufacturing our gold spectacles and eye-glasses in Canada, and can give them a splendid article for less money than formerly." As this is in line with the National Policy, we are happy to do so.

**LEVEL-HEADED.**—Speaking of the insane desire that people, who don't know anything about the manufacture of watches, have for the establishment of watch factories in their respective cities, our level-headed contemporary *The Keystone* very pertinently says: "Despite the failure of the Aurora Company, the trials and failures of other factories, and the fact that the watch factory recently built at Wichita, Kansas, is now used as a coffin manufactory (rather suggestive to follow a defunct enterprise), Denver, Col., and Salt Lake City, Utah, are reaching out for watch factories."

**DON'T HOLD HIM LONG ENOUGH.**—Mr. C. Moody, the Hamilton, Ont., jeweler, one evening not long ago thought he heard some person going quietly out of his store and at once gave chase and captured a man who surrendered a watch which he had taken from his show case. After recovering his watch Mr. Moody let the thief go, thinking it was all he had taken, but was considerably surprised on his return to find that he had also taken another and more valuable watch which he had kept. A description of the fellow was immediately furnished to the police, who have been on the look out for him ever since.

**THE Canadian Manufacturer**, Toronto, announces that its subscription price will hereafter be one dollar per year instead of two dollars as heretofore. The size of the pages and the number of them will remain unchanged, and it will be issued twice a month as it has been ever since its establishment in 1882. It is devoted to the manufacturing interests of Canada, and is a staunch and clear-sighted supporter of the National Policy. The *Manufacturer* is first-class value at two dollars per annum, and at its present price is so cheap that every manufacturer and business man in Canada ought to take it.

MR. GEORGE H. GRUNDY, who for the past eight years has been traveling for the Toronto Silver Plate Co., has commenced business at 41 Wellington Street East in this city, on his own account, as a manufacturers' agent. Amongst the firms represented by him are some of the principal fancy leather manufacturers of England and the United States. He is also Canadian agent for the International type writing machine, one of the best in the market. Mr. Grundy has made a lot of friends in the trade during his service with the Toronto Silver Plate Co., and these will be interested in knowing his location and what he is driving at.

**THE FIRST WATCH.**—Elsewhere in this issue will be found an illustration and letter press account of the first watch movement manufactured at the Horological Institute in this city. We are informed by some of the leading men in the craft that this is the *first* watch which has ever really been manufactured in Canada; be this as it may, the job is a creditable one to the young man who made, and to Mr. Playtner who designed it and superintended the work. All of which goes to show that our own horological school is quite capable of turn-out first-class watchmakers if they only get the right class of material to work on.

**A WATCH SNATCHER.**—On the 1st November a young man named James Horn went into the jewelry store of A. Mundel, of Hamilton, Ont., and asked to see some watches. While they were being shown him he suddenly snatched three or four of them and took to his heels. The hue and cry was raised and the thief chased until he was captured by a teamster, who on obtaining one watch from him let him go, foolishly thinking that he had disgorged the whole of the goods. Later on he was again captured and the rest of the watches found in his possession. He was convicted before the police magistrate, and will have ample time in the Central Prison to reflect upon his misconduct.

**WE CAN AFFORD IT.**—It is reported that Hon. Geo. E. Foster, Minister of Finance, who is now on a visit to the West India Islands, has been empowered to offer exceptional advantages as regards reduction of duties with a view to securing the Islands' trade. This is a step in the right direction, and we see no reason why, if proper concessions are made by this country, these islands should not practically become our "Southern States." These are the countries that Canada should strive to have "commercial union" with, because their products are so entirely different from our own that we can never become competitors. Common sense would say that the best people to trade with are those who grow just what we want and who want just what we grow.

C. & J. ALLEN, formerly of Toronto, are now selling jewelry and silverware by auction in Vancouver, B.C., and the local jewelers of that city are considerably exercised over the matter. Either the old stock of this firm has been disposed of long ago, or else it is like the widow's cruse spoken of in Holy Writ, and has a patent replenishing attachment. One thing is certain, if they are selling new goods they must either be of a special quality or else the public are not getting such tremendous bargains as they imagine, for auctioneers, like all other merchants, must sell at a profit in order to keep their business running. No matter which way it is, such a competition is a bad thing for the local jeweler of the towns they sell in.

**THE HOLLOWNESS** of the *New York World's* pretence that they were selling watches at cost to the general public in order to break down the watch monopoly is made manifest by the fact that they are now selling clocks in the same way. There is no combination whatever on clocks either amongst the manufacturers or jobbers, so that the *World* will have to find out some other reason than it formerly gave for this latest violation of business usage and fair play. Perhaps its best plan would



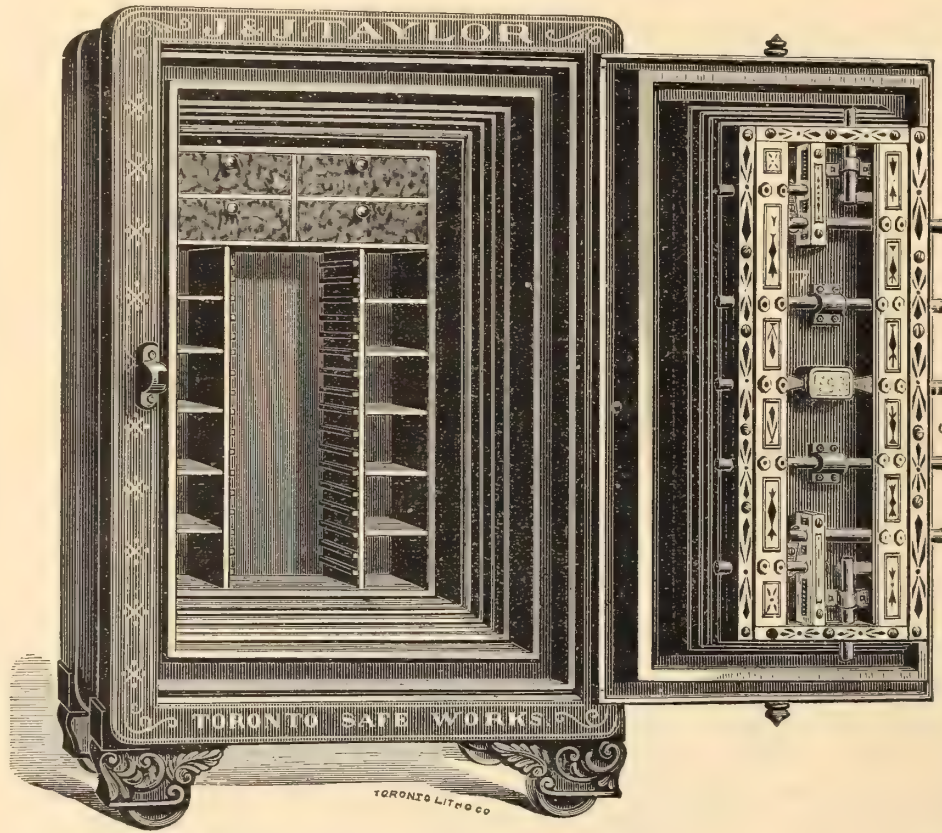


# SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S

NEW STYLE

JEWELERS' SAFE,



DOUBLE TONGUE AND GROOVE  
FIRE-PROOF DOORS.

WITH

## J. & J. TAYLOR, TORONTO SAFE WORKS.

**I**N ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

### FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

**T**HE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

### DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

### TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

**J. & J. TAYLOR,**  
**TORONTO SAFE WORKS,**  
117 and 119 Front St. East, Toront.



be to come out flat footed and say that it was selling all these things at cost in order to boom its circulation. The trade would, of course, differ from it as to the advisability of such a business method, but they would certainly respect it more.

**JEWELRY AT MELTING-POT PRICES.**—The Goldsmiths' Company, of this city, have decided to clear out a lot of gold jewelry, which, although just "a trifle off" in style, is yet sufficiently fashionable to command a ready sale in many parts of the country. These goods they propose to sell at what they term "melting-pot" prices, that is, at what the gold in them would fetch if sold to a refiner as old gold only. There should be some bargains in the lot for enterprising buyers, for what may be a little "off" in one place may be just the thing in some other place. The company are, as usual, paying particular attention to their clock trade, and everything manufactured by the celebrated Ansonia Clock Company, of which they are the Canadian general agents, can be had from them out of stock without delay.

**LOST AT SEA.**—The sad death of Capt. J. C. Lindall, who was swept overboard during the last trip of the *Vancouver* of the Dominion Steamship Line, is one of the saddest events that has come to our notice for some time. Capt. Lindall was a thorough sailor, who not only knew how to sail a vessel, but to so act as to win golden opinions from every passenger who crossed the Atlantic with him. The editor of *THE TRADER* had the pleasure of counting himself amongst the captain's personal friends, and many a pleasant hour both afloat and on shore has been wiled away in the company of the brave heart that recently met so sad a fate. Capt. Lindall was a general favorite, and hundreds of people all over the Dominion will sincerely mourn the death of a gallant and painstaking officer, and one of the kindest-hearted men that ever lived.

**DEAD.**—One of Toronto's oldest jewelers, in the person of Mr. Norton Vernon, died last month at the ripe age of 76. Old residents will well remember the quaint old-fashioned jewelry store with its small window panes that for years occupied the east side of Yonge Street just north of Richmond, where the new Confederation Life Assurance Building is at present being erected. There Mr. Vernon carried on business for over 30 years in a quiet unobtrusive way and amassed quite a comfortable competence by doing honest work at fair prices. He was one of the first practical manufacturing jewelers Toronto ever had, and was rated high as a workman in the days when jewelry was all hand made and rolled plate was unknown. Five years ago Mr. Vernon met with a peculiar accident to his hand while at work. He never fully recovered from it, and ultimately died from the indirect effects of the accident.

**CLOCKS.**—During a visit to the warehouse of Messrs. P. W. Ellis & Co. last month, we were shown through their new clock department, and were certainly astonished at what we saw there. The firm of Messrs. Ellis & Co. although almost new in the clock business, have gone into it very thoroughly, and are now showing to the trade one of the most complete assortments we have ever seen. Their sales during the past four months have been something phenomenal, and have brought them fully abreast of any house in the trade. They make a specialty of Waterbury clocks, and aim to supply everything in the line made by that Company, and many other novelties besides. Every clock sent out by Messrs. Ellis & Co. is thoroughly inspected by a competent workman before it leaves their warehouse, an advantage that the trade will fully appreciate.

**CANADA'S NATURAL MARKET.**—One of Erasmus Wiman's favorite themes is that the United States is not only Canada's natural market but her only one for the surplus farm products we have to sell. We have always said that England is not only our natural market, but that she is the *best* market for our farm produce. In fact she is the world's market and takes all the surplus of the United States as well as that of Canada in many lines. As an evidence of her receptive qualities we append a short extract from the *London Daily News*, showing what she consumes in eggs and dairy produce alone. "Twenty one millions of pounds sterling was paid by England last year to continental countries for dairy produce alone. The butter and margarine imported weighed over three million hundred weights and the cheese nearly two millions. The eggs amounted to eleven hundred millions. These immense

quantities will probably continue to be imported until inland freight charges become reduced. At present it is cheaper to send packages to London from Belgium than from many parts of Yorkshire."

**ROBBERY IN MONTREAL.**—A daring robbery was committed in the store of Henry Birks & Co., of Montreal, just after *THE TRADER* went to press last month. A fashionably dressed man and woman asked to see some diamond rings. A tray was produced, two rings were selected and a \$1,000 bill was tendered in payment of them. The clerk, being unable to change the bill, went out for that purpose. During his absence a number of gold chains and two diamond rings were stolen, the rings being replaced by paste imitations. After they had left the store the suspicion of the clerk was aroused and the paste imitations were discovered. The police were at once notified and detectives set to work on the case. The thieves were arrested on a train going from Montreal to Toronto and the stolen goods recovered. The culprits gave their names as T. Hayes and Mrs. Hayes and were held for trial. Advices from the United States confirm the suspicions of the Montreal detectives that they are notorious crooks from that country, and are "wanted" in more than one city in their native country on account of similar transactions. This being the case they will be removed out of temptation's way for a considerable time to come.

**NOT AFRAID OF MCKINLEY.**—At a banquet given in this city to the Hon. John Carling, Minister of Agriculture for the Dominion of Canada, that gentleman in response to the toast of his health gave utterance to some very loyal and level-headed sentiments, which are well worth laying to heart by every thinking Canadian: "As a native Canadian, said Mr. Carling, I take a great interest in the prosperity of this country. We can live here even if Mr. McKinley does try to shut us out of the American market. There is no annexation feeling in this country. (Cheers). Mr. Wiman professes a desire to benefit Canada, but it is the prosperity of his adopted country he is seeking. For three years we have shipped on an average 60,000 head of cattle to England annually, and this year we will ship 115,000. But we do not begin to supply the English market, which takes 359,000 head per annum. We send Great Britain 2,000 pounds of mutton, and she imports 100,000,000 pounds. We send her 7,000 pounds of bacon, and the United States sends 334,000 pounds, although our bacon is worth a cent a pound more in summer than is theirs. We send 2,000 bushels of oats, and Great Britain imports 180,000,000 bushels. We sent \$1,500 worth of poultry to the old land last year and the total imports there were \$2,000,000. We can supply this demand. If our ships are not fast enough we will build faster and provide cold storage too. We sent 41,000 bushels of barley to England last year out of 41,000,000 bushels imported. It only costs 15c. a bushel freight from Toronto to Liverpool and the best barley in England brings six shillings sterling per bushel. Great Britain uses 633,000,000 lbs. of foreign wool and we only send her 60,000 lbs. McKinley and his bill need not trouble. In England, in the West Indies, in Australia, a kindred people offer us all the market we want."

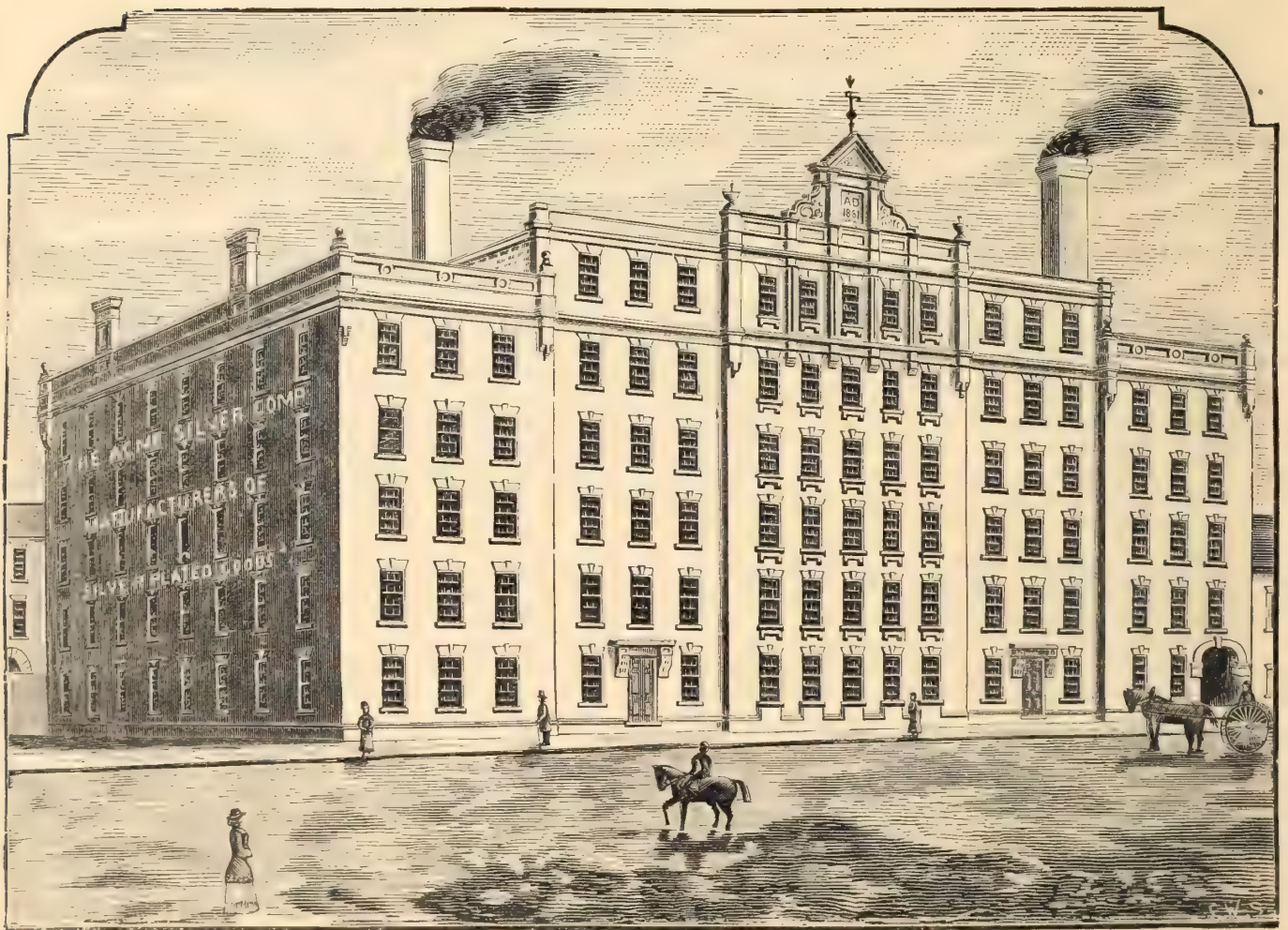
**ATOLL OF THE CUSTOMS.**—Mr. W. F. Doll, in the *Winnipeg Tribune*, over his own signature, makes some very strong charges of mismanagement against the Winnipeg Custom House officials. If one-half of what Mr. Doll alleges is true, there should be a searching investigation into the matter; and if proved guilty, a general cleaning out of officers who abuse the powers entrusted to them by the Government. Customs officials, like all other public servants, are simply there to see that the law is properly carried out and not to harrass merchants in the exercise of their legitimate calling. The Winnipeg Custom House had a bad name some years ago in Collector Murray's time, but we had hoped that with his disappearance from the position a better state of things had been brought about. If this is not so, the sooner they are reformed the better. In connection with this letter of Mr. Doll's we notice that the *Tribune*, being opposed to the National Policy of the present Government, asserts like most of the other opposition papers, that "these abuses are not the fault of the officials, but the result of the pernicious system which seems to pervade everywhere relating to the high tariff." As a matter of fact be considered the duties on many lines of imported manufactured goods, the National Policy has done





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TORONTO.



little or nothing towards the alteration of the methods of collecting the customs duties, which are to-day essentially the same as they were during the Mackenzie regime. To show that such is the case and that the fault lies with the officials and not with the law, we might cite what every importer knows is the case, that the honest importer has less trouble in passing goods through the Toronto custom house to-day than they did before the N.P. came into force. This is entirely owing to the better management of the staff, and the employment of competent appraisers, there being a specialist for every department who knows his business. Mr. Doll's best plan would be to employ a first-class lawyer and go for the Customs Department without gloves. In no other way that we know of can such abuses be remedied.

**AN APPARENT OVERSIGHT.**—Our readers, who may regard the omission of P. W. Ellis & Co.'s material advertisement as an oversight, are informed that this department are so busy in filling orders this month that the manager could not find time to put one together, and his page is, therefore, devoted to the clock department. Mr. Wilkinson says that the trade may look out for an important bulletin from him in the CHRISTMAS TRADER.

## WORKSHOP NOTES.

**ENGRAVERS' BORDER WAX.** Beeswax one part; pitch, two parts; tallow, one part; mix.

**TO CLEAN GILT SURFACES.**—To clean gilt, metallic surfaces, dissolve 3 parts borax in 100 parts (both by weight) water, and gently rub the article with it; rinse with clean water and dry with a soft linen rag.

**TO TRANSFER PICTURES.**—If you desire to transfer pictures from paper to wood, for re-engraving, soak the print in a saturated solution of alcohol and white caustic potash to soften the ink; then transfer to be block under roller pressure.

**LENGTH OF LEVER.**—You may easily ascertain whether or not the lever is of proper length, by measuring from the guard point to the pallet staff, and then comparing with the roller table; the diameter of the table should always be just half the length measured on the lever. The rule will work both ways, and may be useful in cases where a new roller table has to be supplied.

**SHAPE OF PIVOTS.**—Pivots should be cylindrical, well tempered, with a shoulder or bearing at right angles, but rounded at the end; the same may be said of the pivot poles. The material entering into their composition must not be easily oxidized by the action of oil, and it is advantageous to have them somewhat olive-shaped inside, with ends lemon-shaped and extended beyond the air sinks. They should bring the oil to the pivots, and for this the sharp-angled pivot is the best.

**GUTTA-PERCHA CEMENT.**—This highly recommended cement is made by melting together in an iron pan two parts common pitch and one part gutta-percha, stirring them well together until thoroughly incorporated, and then pouring the liquid into cold water. When cold, it is black, solid and elastic; but it softens with heat, and at 100° F., it is a thin fluid. It may be used as a soft paste, or in the liquid state, and answers an excellent purpose in cementing metal, glass, porcelain, ivory, etc. It may be used instead of putty for glazing windows.

**TO CLEANSE A BRUSH.**—A watchmaker's brush is in constant requisition, still, it is seldom kept in proper order. A soft brush for rough work is useless, a hard one for fine work is ruinous, and a dirty brush for any kind of work is a nuisance. Some brushes are cleaned with dry bread; some by laying a piece of tissue or other paper across the wide open jaws of the bench vise, the sharp corners formed by the jaws taking off on the paper a little of the dirt. These methods are imperfect. A good way to clean a brush is with soap and water, warm water being preferable. Wet two brushes, soap them, and then rub them together in plenty of water, till perfectly clean. An objection to this method is the delay of drying. Apropos of brushes: much injury is done to the appearance of the movement by injudicious brushing and the watch grows prematurely old in appearance by such treatment.

## OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade. NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

**FOR SALE.** Moseley Lathe, nearly new. Also lot of watchmakers' tools. Address, LATHE, 4 King Street East, Toronto.

**FOR SALE.**—New jeweler's safe; cost \$600; specially made for a jeweler. Apply to Townsend & Stephens, Traders' Bank Chambers, Toronto, Ont.

**FOR SALE.**—No. 1½ Whitcomb lathe (hard), with 30 chucks, including five wheels, also universal face plate for same. All in perfect order. Cheap. C. WRIGHT, 113 King St. West, Toronto.

**FOR SALE.**—Cheap. One illuminated street clock. Runs eight days, has two dials 14 inches diameter, all in perfect running order. For further particulars apply to Box 99, care of TRADER PUB. Co., Toronto.

**JEWELERS AND OTHERS** wishing to secure the services of an optician to fit spectacles at their places of business can do so by applying to R. S. Muir, druggist and optician, Port Elgin. Reference, Alex. Moffat, jeweler, Port Elgin.

**SITUATION WANTED.**—By a practical watchmaker, as travelling salesman for a wholesale jewelry or silverware house. Address, JEWELER, care of TRADER PUB. Co., Toronto, Ont.

**SITUATION** wanted by young man of good habits. Four years' experience at bench; has most of his tools; speaks French and English, and is also a telegraph operator. Best of references. Address, Box 61, Cowansville, Que.

**SITUATION WANTED.**—By young man aged 19, where he would have a chance to improve. Has worked three years at the trade and can do all kinds of plain watch, clock and jewelry repairing. Wages not so much the object as a good place. Best of references. Address, WATCHMAKER, Box 69, Brussels, Ont.

**SAFES.**—Second hand, good as new, very cheap. Fire-proof, 42 in high, 33½ wide, 27 deep, price \$70. Burglar and fire-proof, 47 x 33½ x 30, price \$225. Burglar and fire-proof, 61 x 50 x 35½, price \$500. 10% for cash. All with the latest improvements. A. C. ANDERSON & Co., Toronto.

**TRAVELLER** for a wholesale jewelry house. Jeweler preferred. Apply TRADER OFFICE.

**WANTED,** first-class watchmaker, one accustomed to high grade watches and competent to undertake repairs of fine chronographs and repeaters. Apply VERITAS, TRADER Office.

**WATCHMAKER** wanted who is thoroughly acquainted with work in retail jewelry store, with at least four or five years' experience. Must have best of references. Apply Lock Box No. 11, Brighton, Ont.

**WANTED.**—A good second hand, fire-proof safe. Give height, width, depth, weight and cash price. Address, A. BUCKINGHAM, Melbourne, Ont.

**WANTED.**—A general working jeweler, to take full charge of shop. Must be experienced. A man with some tools of his own preferred. To a competent person good wages and permanent employment will be given. Apply, Box 55, care of TRADER PUB. Co., Toronto.

**WANTED.**—Situation as traveller, salesman or watchmaker by practical man. Has had fifteen years' experience, and is well up in all the different lines. Knows the Western route well; best of references. Address, JACKSON, 11 Yonge St. Arcade, Toronto.

**WANTED,** by a young man, 17 years of age, and who has been at the jewelry business 2 years, a situation to finish, well up in clocks and jewelry repairing. Have worked on watches, has a good lot of tools, including American lathe. Good references. Address, Jewelry Apprentice, Port Perry, Ont.

**\$25.00** will buy a good walnut regulator, porcelain dial and perfect timepiece. Have two regulators and owing to recent changes in our store have only room for one. Address REGULATOR, care of TRADER PUB. Co., Toronto.





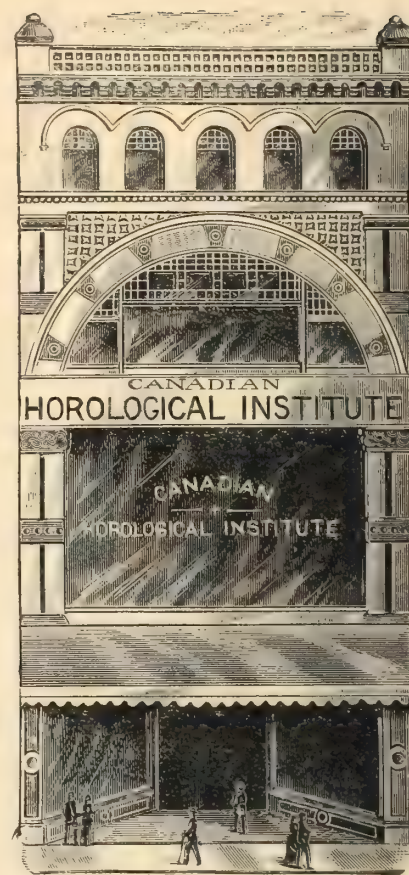
THIS  
MAGNIFICENT  
WATCH



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PRODUCTION.

.. The Canadian ..  
.. Horological Institute ..

133 KING ST. EAST,  
TORONTO.



If you have the laudable ambition to be a good watchmaker, the shortest and cheapest road to your goal is by taking a course of instruction at the Institute. From the time the school opens until it closes you have the opportunity to learn, and remember, what we teach will enable you to earn an honest livelihood in a pleasant manner. A good watchmaker need never know want. Improvers, the best Xmas box your parents can give you is a course of tuition at our Institute. It will be of lasting benefit to you; it means money in your pocket and will enable you to care for them in their old age. Graduates of the Institute are certain to command higher salaries than those who have not taken a course, as only those who are worthy will receive a Diploma, and the trade will recognize this to be a fact.

Our first production shows that we are able to make watches, and is sufficient proof that our Institute is in every way worthy of your most serious consideration.

We are always pleased to answer enquiries regarding ourselves. For any information, address,  
CANADIAN HOROLOGICAL INSTITUTE,  
133 KING ST. EAST, TORONTO.

THIS CERTIFIES that we fully endorse The Canadian Horological Institute, and recommend the same to the favorable consideration of the trade.

ALBERT KLEISER,  
W. K. McNAUGHT,

P. W. ELLIS & CO.,  
LEVY BROTHERS,

EDMUND SCHEUER,  
J. P. MILL.





# A TELEPHONE CONVERSATION WITH THE TRADE.

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*A. W. C. Co.*—Hello, Central!

*Central.*—Yes, who do you want?


*A. W. C. Co.*—Give us the Retail Jewelers of Canada.

*Retail Jewelers.*—Hello, who is it that wants to speak to us.

*A. W. C. Co.*—THE AMERICAN WATCH CASE COMPANY, of 67 Adelaide Street West, Toronto, is speaking, and they just want to inform you that they absolutely refuse to accept any responsibility for any Gold, Silver or Gold Filled Watch Case unless it bears one of their Registered Trade Marks.

*Retail Jewelers.*—That's all right, but just tell us what are your registered trade marks?

*A. W. C. Co.*—Our trade mark on all Gold and Silver Cases is a “**Maltese Cross**,” () and on all Filled Cases a

“**Winged Wheel**,” () and when you are buying Cases always look for these stamps. If they are stamped with one of them our Company will guarantee the quality and workmanship of the Case, no matter who sells it to you.

*Retail Jewelers.*—That's first-class as far as it goes, but why don't you name your Filled Cases so that we can order exactly what we want from our jobber?

*A. W. C. Co.*—We have done so. In 14 K. Filled we make two different kinds of O. F. Screw Cases, the “**Premier**” and the “**Cashier**,” and one Hunting Case called the “**Cashier**.” In 10 K. Filled we make the “**Fortune**” in Open Face and Hunting. Every one of our Filled Cases has one of these names stamped in it in plain letters right above our trade mark of the Winged Wheel, so that you can't make any mistake about them.

*Retail Jewelers.*—Thanks! We will certainly bear these things in mind when next we buy cases. In the meantime let your Company keep right straight along as you have heretofore done and give us first-class goods that we can swear by. We want to sell honest goods that we can conscientiously recommend.

*A. W. C. Co.*—Thank you, gentlemen, your advice is first-class, and we will always try and deserve your confidence. Good-bye.



THE  
GOLDSMITHS' STOCK COMPANY  
OF CANADA, LIMITED.

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AGENTS FOR

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THE ANSONIA CLOCK CO.

WALTHAM WATCH CO.

ELGIN WATCH CO.

NON-MAGNETIC WATCH CO. OF AMERICA

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IMPORTERS OF

AMERICAN AND EUROPEAN JEWELRY.

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48 YONGE ST., TORONTO, ONT.



















